

GRAIN DEALERS JOURNAL

Devoted to the Construction and Operation of Better Grain Handling Plants.

In This Number:

Kansas Grain Dealers Convention

"National Legislation as Affecting the Grain Trade" by B. L. Hargis.

"Antidotes for Fake Farm Cures" by C. C. Isely, Dodge City, Kan.

"Fallacy of the Pooling Plan," by A. L. Maltby, Elkhart, Kan.

Convention of Panhandle Grain Dealers Association

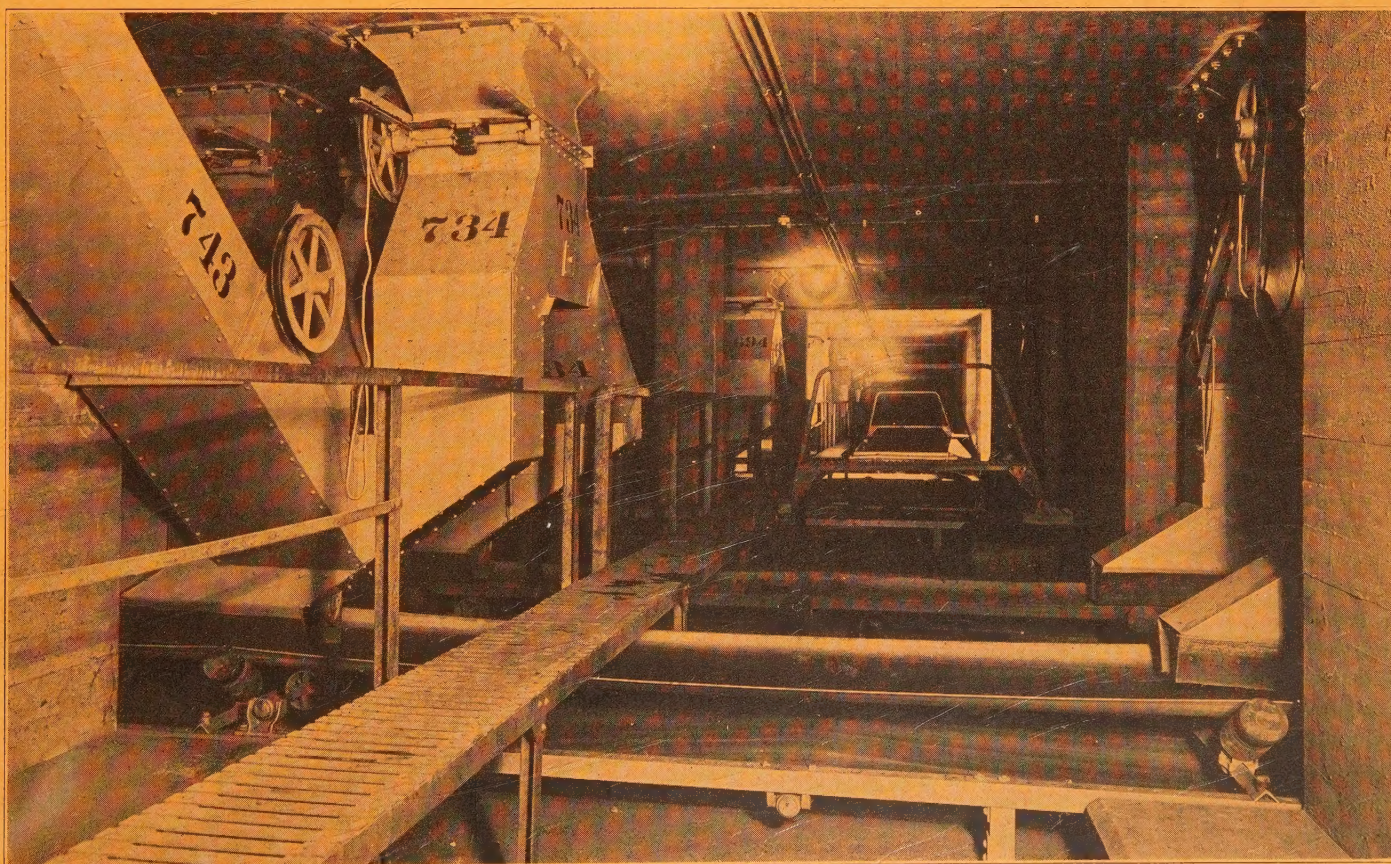
Oklahoma Grain Dealers Convention

"Present Tendency of Legislation in America" by F. E. Watkins.

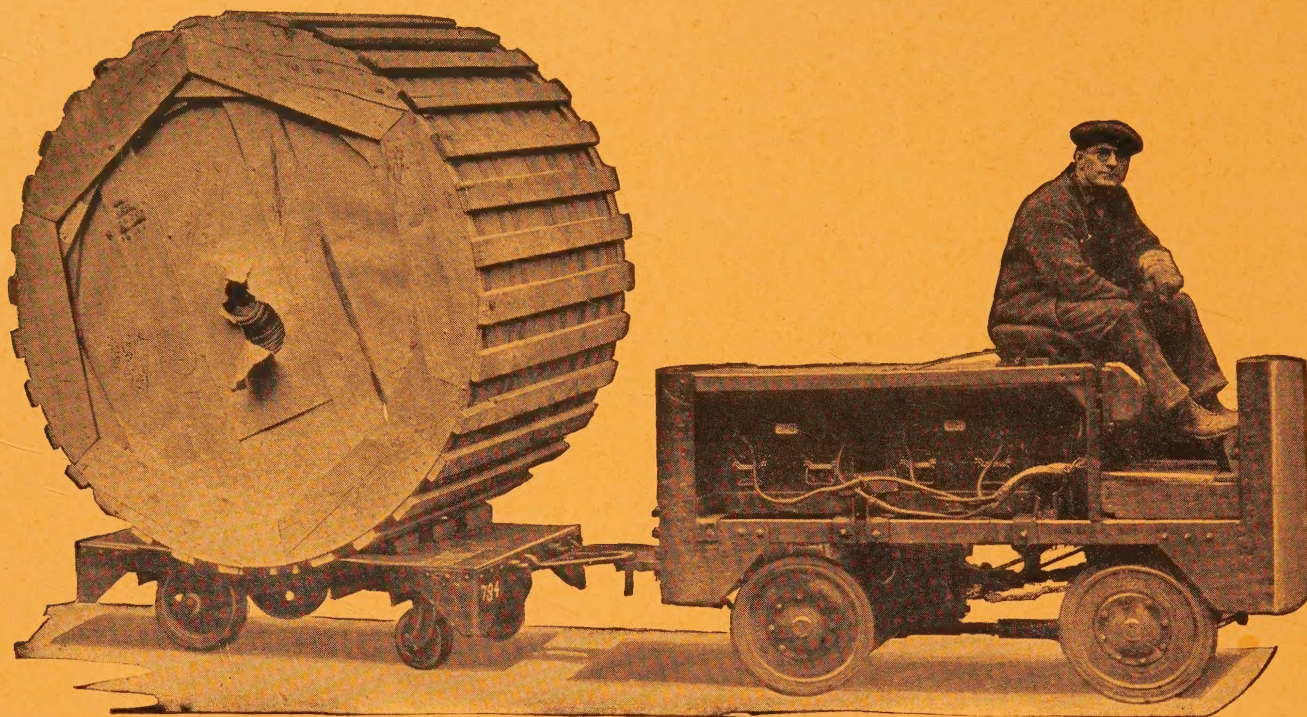
"Looking Forward" by V. E. Butler, Indianapolis, Ind.

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[Read "Improved Facilities for Mixing and Blending," page 643.]



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(Continued on next page.)

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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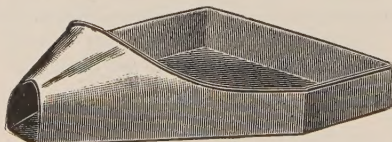
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 L. L. Longworth, Nebraska Consolidated Mills Co., Omaha, Neb.

Clark's Double Indexed Car Register

for car lot dealers

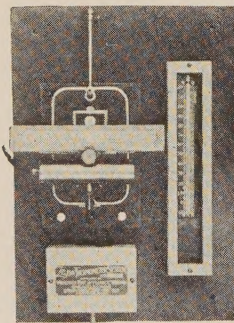
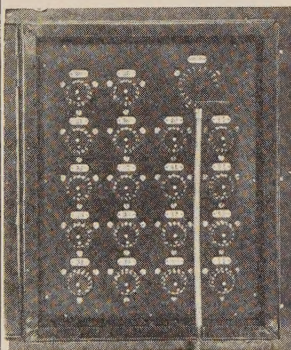
Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

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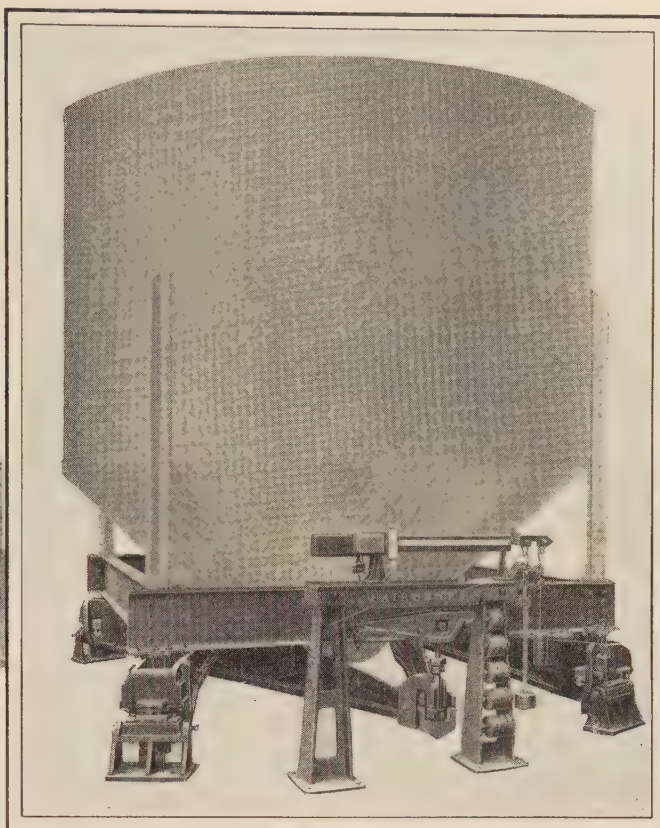
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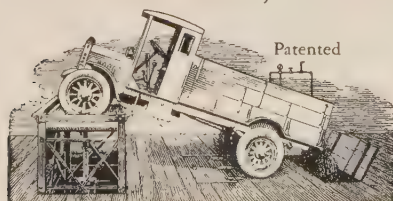
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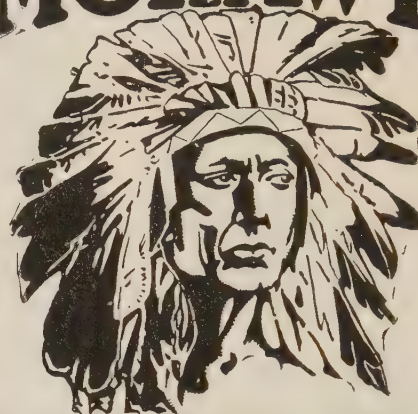
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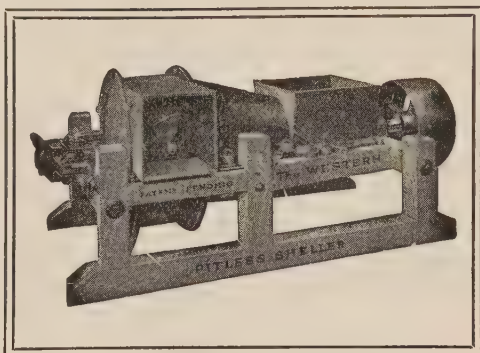
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In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg

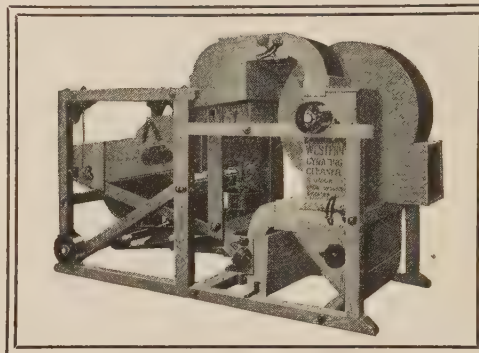


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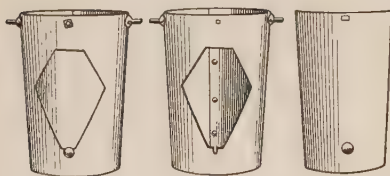
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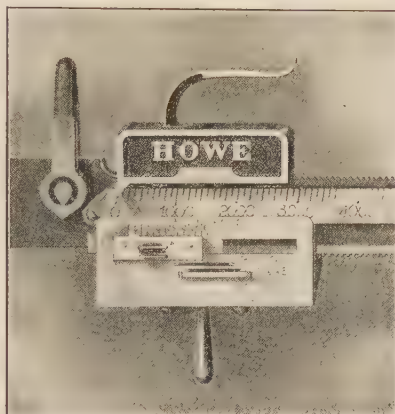
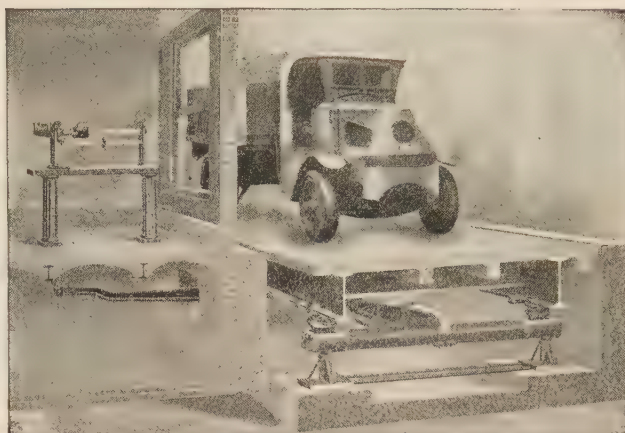
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2060-30

Would You Be Interested In Trebling Your Feed Grinding Business?

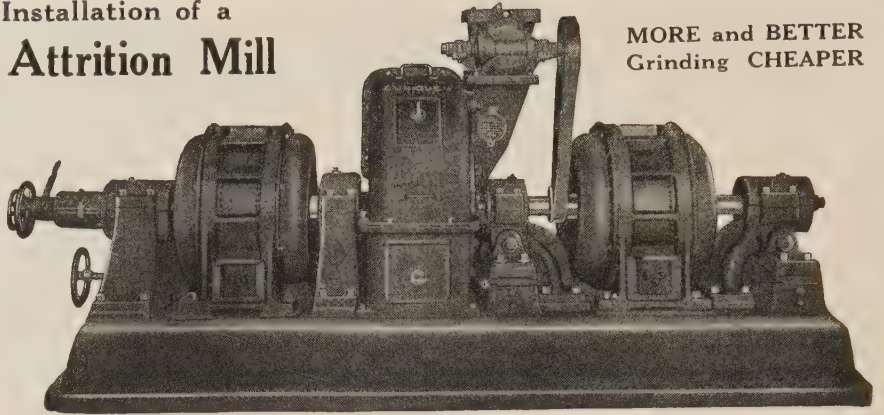
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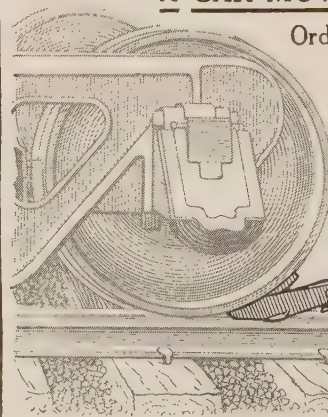
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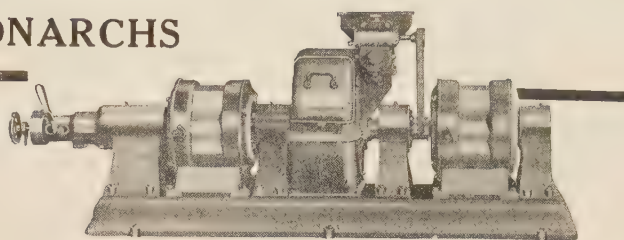
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"We have operated two MONARCH Attrition Mills continuously from morning to night and our repair bill after four years of operation has been nil.

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Write for our latest Attrition Mill booklet, which gives you a good description of this simplest and sturdiest of all Attrition Mills, and besides, some helpful ideas about grinding feed. A copy will gladly be sent to you.



SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.

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THE MONARCH MILL BUILDERS



PEERLESS OYSTER SHELL FOR POULTRY Peerless Oyster Co.

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For whatever you wish to know about equipment or supplies used in or about a grain elevator ask the

Information Bureau

Grain Dealers Journal Chicago, Ill.

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Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

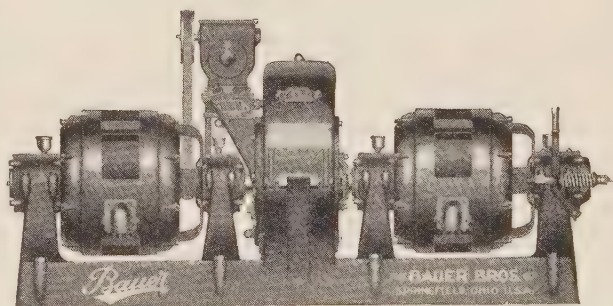
Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched. size 5¼"x8¼".

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Grain Dealers Journal
309 S. La Salle Street CHICAGO, ILL.

The *Bauer* ESTABLISHED 1890

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HERE IT IS!

THE NEW "BAUER"

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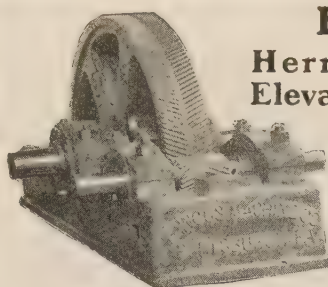
Ball bearings throughout. Motors always in line. Easily converted at any time from belt to motor drive. Fitted with the famous "Bauer" Quick Release Springs. Non-Leakable Seal Rings.

For Full Information Write to

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FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

Efficient - Durable - Compact

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Armour Grain Co.
Chicago
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Plants
B. & O. Elevator,
Baltimore
J. C. Hunt Grain Co.
Wichita Falls, Tex.
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To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

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Lightning Protection

Particularly adapted for use on grain elevators, as its woven structure permits the expansion and contraction that takes place when elevators are filled and emptied. Shinn-Flat is the most advanced system, woven flat of pure copper wires in the form of a cable, affording greater carrying capacity and of higher efficiency.

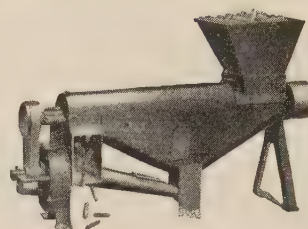
We are authorities on the correct protection of elevators. Write us.

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We have developed it along scientific lines. Write us for information.

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USE IT FOR YEARS

The usefulness of TRIUMPH Corn Shellers is measured by decades, not merely by years. Many have been in use for twenty years, having had only minor repairs and replacements.

Simple and sturdy in construction, easy and always ready to operate, large capacity, and cost little.

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THE C. O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio

ACCOUNTBOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

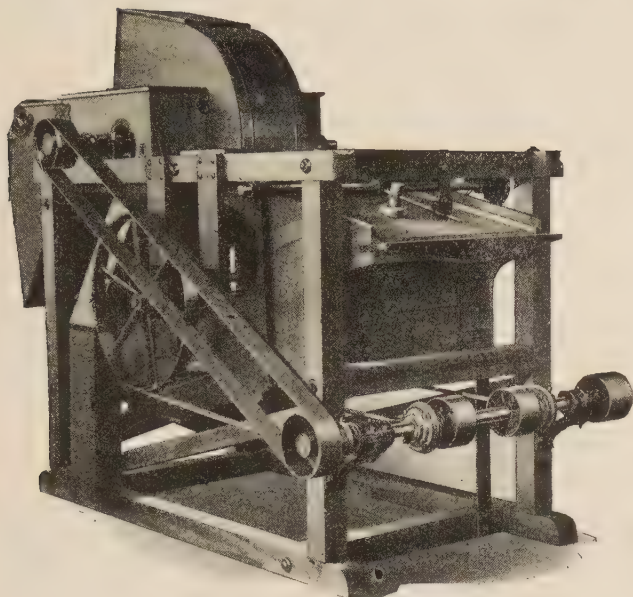
GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,260 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

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GRAIN DEALERS JOURNAL
309 So. La Salle Street, Chicago.

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Fitted with Ball-Bearing Eccentrics

Why buy it outside and pay the freight, when you can make as nice or better goods, and a lot more money by producing your own?

Write for Catalog—(Postpaid)



S. HOWES CO., Inc.
Silver Creek, N. Y.



Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

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309 So. La Salle St.

Chicago, Ill.

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Mixed cars of all grades

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MYLES FARM SALT is a new development following years of experience in grinding pure salt. For meat curing and the fullest approval of your farm customers it is without an equal.

MYLES TABLE SALT is a free running, superior salt for the table use. It comes in convenient packages and waxed, wrapped cartons.

SALT BLOCKS pressed from the same high standard MYLES SALT and just as clean and white as you would serve on your table.

Prices and samples on request

HIGBIE SALT CO.

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We still build the Younglove Elevator with the reinforced concrete water-proof pit, any size or depth wanted.

We can give you the right dope on feed grinding and feed grinders and graders.

YOUNGLOVE CONSTRUCTION CO.
Sioux City, Iowa
30 Years of Practical Experience

*Through 25 years' experience in feed manufacturing
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Yearly Feed Formula Service

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Special formulas for every Feed for Animals, to Produce Rapid Growth and Increased Production.

INFORMATION regarding best machinery for handling, cleaning, separating, grinding, cracking, polishing, pulverizing, measuring, mixing, weighing, and drying the ingredients used in manufactured feeds.

Feed Plant Designing — Construction
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Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
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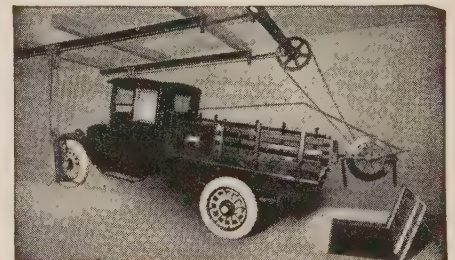
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GRAIN and COAL ELEVATORS
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CONTRACTING ENGINEERS
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The dumping of trucks is not the grain elevator operator's greatest difficulty. There is more trouble encountered on account of the long coupled wagons than with trucks.

This dump is designed for taking care of just such conditions as well as trucks. In addition it was designed so one device would take care of two or more sinks in the same driveway, and its having no connection with the driveway floor or no mechanism under the driveway floor it in no way interferes with the capacity of the different sinks.

Simple to operate.

Light expense when installing.

Durable and substantial.

Reasonable in price.

Fully guaranteed.

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The Star Engineering Company
Specialists in
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Our elevators stand every test,
Appearance, Strength, Durability
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L. J. McMILLIN
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GRAIN ELEVATORS
Any Size or Capacity
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**Tell the Grain Dealers—
They'll do the rest—**

Advertising is the quickest
and best way—but it must be
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If you have spent your good
money without satisfactory results,
it's a case of wrong article
or wrong advertising.

The easiest, most direct,
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Try it.

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Designers and Constructors
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Designers and Builders of
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There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

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Duplicating Wagon Load Receiving Book

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The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

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309 So. La Salle St. Chicago, Ill.

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Four Stewart Link-Belt Grain Car Unloaders

Every day in every way we are designing and building better and better Grain Elevators.

We have built for many of your friends—Eventually we will build for you.

Why not now?

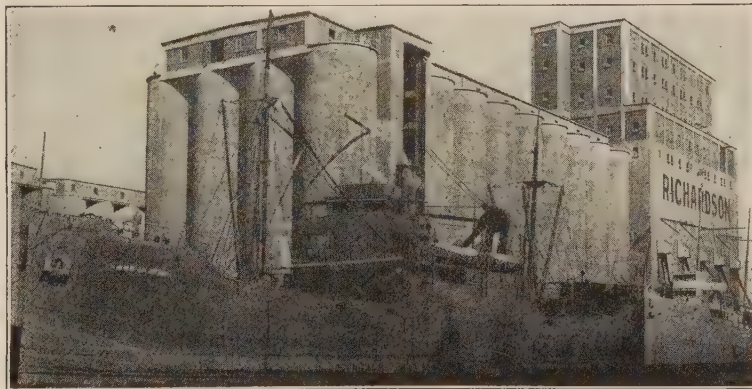
James Stewart & Co., Inc.

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GRAIN ELEVATORS

In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
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One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

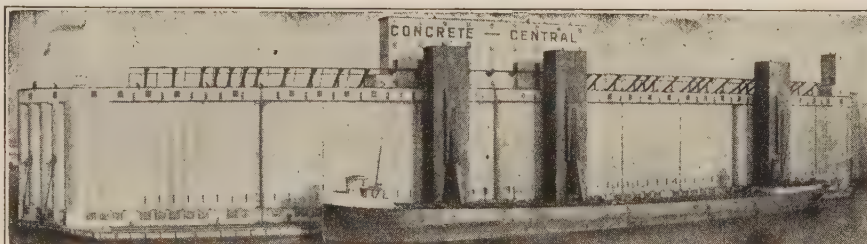
The Grain Growers' Grain Company, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

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Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N.Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company

Buffalo, N. Y.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

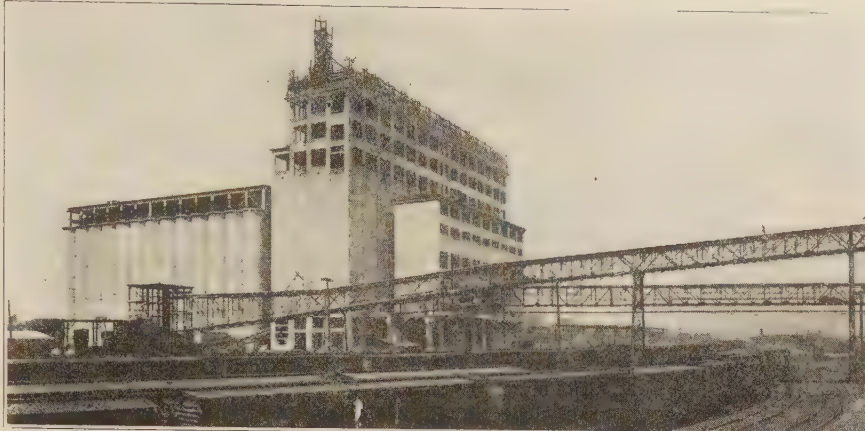
Folwell-Ahlskog Co.

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Chicago, Illinois, U. S. A.



MUNICIPAL TERMINALS
NORFOLK VIRGINIA
FIRST UNIT-1922
FOLWELL-AHLSKOG COMPANY CHICAGO



Terminal Grain Elevator

Capacity 3,800,000 Bushels

for

The Baltimore and Ohio R. R. Co.
Baltimore, Md.

Now under Construction

By

THE M. A. LONG CO.

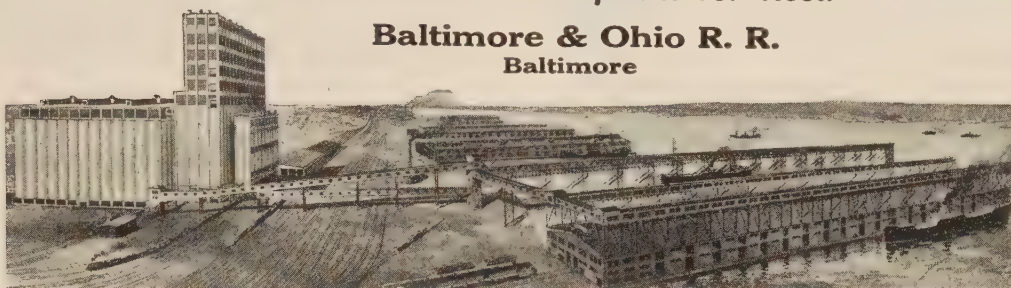
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"A 1923 model that speaks for itself"

Baltimore & Ohio R. R.
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2,000,000 Bushel Elevator
3,000 bbl. Flour Mill
Office Building
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Built by

Fegles Construction Co., Ltd.

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State Owned Mill and Elevator, Grand Forks, N. D.

Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of edge paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 S. La Salle Street, CHICAGO, ILL.

Wagon Loads Received

in a book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$3.00

GRAIN DEALERS JOURNAL

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Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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Start to Sell it!

Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

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A
cyclone
in the
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has force of
air without any back draft.

The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

*The Knickerbocker Co.
Jackson, Mich.*

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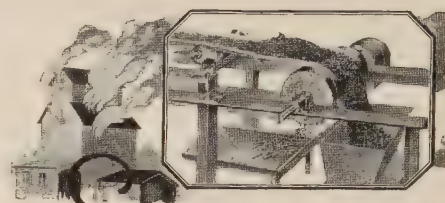
Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.

ONE-SHAPE GRINDERS**It Pays to Grind All Grains**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Praise to express my appreciation of the long-lasting, trouble-proof grinder. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.
N. P. BOWSHER CO., SOUTH BEND, IND.



Stop tramp iron before tramp iron stops you

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators. As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

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Dings 'High Intensity' Magnetic Separators

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BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,
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*Direct to Your Elevator
By Radio*

Before making that grain shipment you are interested in knowing today's market price.

Kellogg Radio Equipment brings these to you with unusual clearness—gives you a direct connection with the grain markets.

Kellogg Radio Equipment is built to give service.

If your dealer cannot show you Kellogg Radio parts, please write us.

Send today for a copy of Radio Handbook, Dept., T.

KELLOGG SWITCHBOARD & SUPPLY COMPANY
1066 West Adams Street
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KELLOGG RADIO**10,000 SHIPPERS**

Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

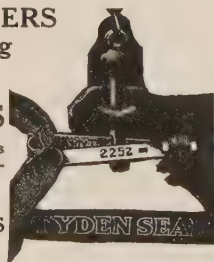
Prevent
CLAIM LOSSES

Write for samples
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INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President

617 Railway Exchange Bldg., Chicago, Ill.

**A Trial Order****GRAIN DEALERS JOURNAL**

305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find Two Dollars.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

Scale and Credit Tickets

Form 51 duplicating, size $5\frac{1}{2} \times 13\frac{3}{4}$ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Grosslbs., Tarelbs., Netlbs. Net, bus., \$.Due to or order,Weigher.

Check bound, well printed. Shipping weight 3 lbs. Price \$1.25 f. o. b. Chicago.

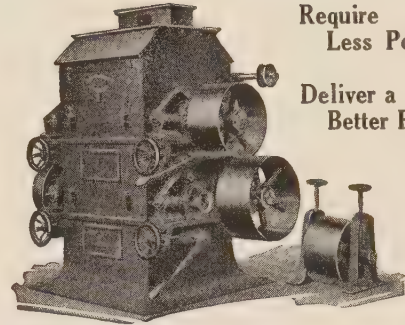
Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

E H R S A M

One, Two and Three Pair High
Feed Mills



Require
Less Power

Deliver a
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

Send for Bulletin No. 20

The J. B. Ehrsam & Sons Mfg. Co.

Enterprise, Kansas

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The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

309 So. La Salle St.

CHICAGO, ILLS.

The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

Some Points of Merit:

Automatic Traveling Brushes under screens
Standard Blast Control, a departure from the ordinary

Force Feed Hopper
Suction Fan Dust Collector
Ring Oiler Bearings on Fan
Counter Balanced Shoe
Scalper Screen
Very light running.

*Let us explain more fully by
sending our catalog.*

The Burch Plow Works Co.

Crestline, Ohio

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

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NORTHERN INDIANA—10,000 bu. capacity iron clad elevator for sale, nearly new, with feed house attached. L. B. 241, LaGrange, Ind.

KANSAS—7,000 bushel iron clad elevator for sale; going out of grain. Will sell for \$3,500. Address 52K17, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS—50,000 bushels capacity grain elevator for sale; 18,000 bushels ear corn cribs. Address 52H22, Grain Dealers Journal, Chicago, Ill.

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WISCONSIN—Up-to-date grain elevator and flour and feed house for sale at reasonable cost. Write Emil Hauterbrook, 1272 Walnut street, Green Bay, Wisconsin.

NORTHERN IOWA elevator for sale, located in very good town with good territory for business. For terms and particulars address 52J8, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Elevators, warehouses and hay barn for sale. On four railroads, do a general hay, grain, flour, feed, coal, seeds and grinding business. Address 52J7, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—45,000 bu. concrete elevator for sale; on 7 lots; 3 tracks on CM&St. P.; in best condition; opportunity to build up large feed business. Reasonable price. Paul J. Mueller, 1132 George St., Chicago, Ill.

CENTRAL MICHIGAN—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 52F3, Grain Dealers Journal, Chicago, Illinois.

TO SETTLE the estate of the late D. R. Riser of Vaughnsville, Ohio, I will sell at private sale elevators located at Vaughnsville, Rimer and Rushmore, all on the A. C. & Y. Railway lines, each connecting with no competition between. For prices and terms address the Administrator, A. H. Good, Vaughnsville, Ohio.

IOWA—Having bought the Farmer's elevator at Whitten, Ia., my elevator at Gilbert, Ia., is for sale, together with a modern home. This is a cash deal and no trade considered. Has been a money maker the nine years I have owned it. Good school and is only seven miles from Iowa State College. Address G. D. Mabie, Gilbert, Iowa.

MISSOURI—Cribbed iron clad grain elevator, capacity 15 cars, on full city block deeded ground; good live stock business; big grain section, 80 miles to Kans. City, positively no competition; this year's crop should pay half cost of elevator, price \$5,500, best of repair, actually worth double; some cash, balance on time. Located on Santa Fe with direct lines to Kans. City, St. Louis and Chicago; big wheat crop assured, good side lines, this big money maker. Address Grain Elevator, 4303 Troost Ave., Kansas City, Mo.

ELEVATORS FOR SALE

OHIO—Two elevators and coal business for sale, good grain territory, good roads. Address 52F28, Grain Dealers Journal, Chicago, Illinois.

KANSAS—5 elevators west of Hutchinson, Kans., for sale; all in the good wheat belt. Address P. O. Box 502, Hutchinson, Kansas.

NORTHWEST MISSOURI—We have several elevators listed for sale from \$5000 to \$15000. Worth the prices asked. Heald Grain Co., St. Joseph, Mo.

ILLINOIS elevator doing a good grain and coal business for sale; excellent location. For information address 52F24, Grain Dealers Journal, Chicago, Illinois.

NORTHWEST IOWA—30,000 bu. elevator for sale; good territory and good business. Flour, feed and salt in connection. Address 52H29, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—25,000 bushel elevator for sale, handling over 200,000 bus. grain annually; also coal and feed. Address 52G19, Grain Dealers Journal, Chicago, Illinois.

NORTHEAST KANSAS—7,000 bu. elvtr. for sale; on S. F. Ry., \$6,000. May carry back a part with responsible party. Must quit grain account health. Address 52D7 Grain Dealers Journal, Chicago, Ill.

OKLAHOMA—10,000 bu. elevator for sale, also residence property; good jobbing and retail business; on St. L. & S. F. R. R. and O. U. R. R.; sales run \$3,000 per month. Address R. B. Cowan, Box 465, Mounds, Okla.

SOUTHWEST IOWA—Cribbed elevator for sale, in good condition. Located on main line C. B. & Q. to Chicago and points south; doing good business and priced to sell. Address 52G10, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

KANSAS—2 dandy elevators 8,000 to 10,000 capacity; 1 located at Stafford, Kan., and 1 at Ray, Kan. Well equipped. Also scale house, lot and elevator site at Dighton, Kan. Write for price and full description. The Walnut Creek Milling Co., Great Bend, Kan.

IOWA—15,000 bus. elevator and annex, electric, on C. R. I. & P. R. R. in town of 1500 with first class schools. Good grain section, double runner attrition mill, corn sheller, cleaner and crusher 3 legs, hopper shipping scale, full basement, full work floor, 10 overhead bins, office detached, heavy duty Howe truck scale, long drive with corn cribs underneath, in good repair. Owner not a grain dealer, will sell at real bargain or trade. Address 52H13, Grain Dealers Journal, Chicago, Ill.

TRUSTEE IN BANKRUPTCY offers at private sale the two terminal elevators of Merriam & Millard Company.

Elevator "A," Missouri Pacific trackage, Omaha, Nebr.; sprinklered, capacity 600,000 bu., fully equipped. Court appraisal, buildings, \$97,000; ground \$46,000—total \$143,000.

Elevator "B," Burlington, Rock Island and North Western trackage, Co. Bluffs, Ia., capacity 125,000 bu. Court appraisal, buildings, \$49,000, ground \$5,000—total \$54,000.

If interested write Gorton Roth, Trustees, 618 Omaha Grain Exchange, Omaha, Nebr.

ELEVATORS FOR SALE

EASTERN NEBRASKA—25,000 bus. elevator for sale; good town, good school. For particulars write 52E1, Grain Dealers Journal, Chicago.

N. E. KANS.—1 man grain elvtr., built 1919, 10,000 bu., warehouse, 4 coal bins, 100 tons cap.; best grain territory in the west. Chas. A. Babbitt, Sec., Willis, Brown Co., Kan.

ILLINOIS—30,000 bu. grain elevator for sale, at Block, Ill., on C. & E. I. in good condition; will sell at a bargain. Address, A. G. Cole, Sidney, Illinois.

NORTHERN ILLINOIS—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

ILLINOIS—100,000 capacity, substantial, well equipped, at a first class grain point. On I. C. R. R. north of Champaign. Address 52J26, Grain Dealers Journal, Chicago, Ill.

KANSAS—New 10,000 bu. grain elevator for sale; office, scales, warehouse and trucks. Located in wheat belt Pawnee Co. If interested write 52G16, Grain Dealers Journal, Chicago.

CENTRAL ILLINOIS—Nearly new, iron clad square elevator for sale; big territory, one competitor; Ill. Cent. R. R.; town 300; choice residence if desired. Address 52K3, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—10,000 bu. elevator for sale; lumber yard; feed and coal sheds; 5 room residence and out buildings; 1 acre land on C. & N. W. Ry. ½ mile off Lincoln Highway. No trades considered. Address 52H7, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—New 7,000 bushel elevator for sale with new equipment, including 22" Monarch Attrition Mill; located in the richest dairy section of Wisconsin. Excellent territory for feed and grinding business. Must be sold to settle estate. Address H. H. Biddick, Adm., Livingston, Wisconsin.

SOUTH CENTRAL KANSAS—Two elevators, five miles apart, one 26,000 bu. capacity, electrically equipped, with three story and basement warehouse, office building and coal sheds, well established grain, coal, feed, flour and grinding business now operating; other 12,000 bu. capacity, with wareroom, office building, coal sheds, and five room house, garage, etc., in good territory.

Address Mrs. Eva Dewey, Receiver, Cheney, Kansas.

ELEVATOR BROKERS.

ALWAYS HAVE GRAIN ELEVATORS for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,
6440 Minerva Ave., Chicago, Ill.

ELEVATOR FOR SALE OR TRADE.

NORTHWEST OHIO—Elevator for sale or trade; excellent territory; no competition. Write for particulars. Address 52K9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

IOWA—Have fine improved farm to exchange for good Illinois grain elvtr. Address 52J4, Grain Dealers Journal, Chicago, Ill.

FOR MY EQUITY in 160 acres, good land well located, So. Iowa. 35 year Government loan \$16,000 less payments. Address 52K13, Grain Dealers Journal, Chicago, Ill.

INDIANA—Have 500 acres fine improved farming land Benton Co., will trade equity for good country grain business. What have you? Address 52K8, Grain Dealers Journal, Chicago.

WANT to lease elevator in good grain territory or operate elevator at good point on a profit sharing basis. Experienced grain man and understand the business. Address 52K18, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

FOR SALE—Grain, flour and feed business, price \$12,000. Address 52G6, Grain Dealers Journal, Chicago, Illinois.

HALF SECTION choice Canada farming land for sale or trade for elevators or other business property in the U. S. Address 52H2, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Retail yard dealing in building materials, coal, feed, seeds and grain, with attrition mill in connection. For particulars address Iron Ridge Lumber Co., Iron Ridge, Wis.

FOR SALE—Our Grain, Feed and Milling business; 24,000 bu. capacity. New modern plant fully equipped. Plant 4 stories 40x60. Warehouse 1 story 50x80. Will lease plant for term of years. Consumers Fuel and Feed Company, Galesburg, Illinois.

CENTRAL OKLAHOMA—Elevator and retail flour and feed business for sale? located on private ground on Santa Fe and Frisco R. R. Average sales 1923 \$5,000 a month. Priced to sell. Address 52H20, Grain Dealers Journal, Chicago, Ill.

CENTRAL IOWA grain business for sale, with side lines, located on CRI&P. Ry. Fine modern dwelling goes with it. All property in fine shape and business good. Best of reasons for selling. Dandy location for party wishing to run business himself. Address 52K12, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Going seed, feed flour and cereal manufacturing business for sale in city of 11,000, 50 miles from Chicago. 2 properties, both centrally located. Well equipped cereal plant manufacturing a well-known pancake flour as well as other cereals. Splendid jobbing connections throughout Ind., Ill., Mich. and Ohio. Good reasons for disposing of business. If interested address 52H18, Grain Dealers Journal, Chicago, Ill., for further details.

HELP WANTED WITH INVESTMENT

CENTRAL ILLINOIS—As our president and manager wishes to retire, have an opening for a capable business man who will take his interest of \$15,000 to \$25,000. Company manufactures, jobs, wholesales and retails flour, feeds and kindred articles. Excellent location. High class opening for an ambitious young man with sales ability. Address 52J12, Grain Dealers Journal, Chicago, Ill.

SALESMAN WANTED!

An old, reliable, well established manufacturer of crushing, grinding and pulverizing machinery requires the services of several high class, experienced salesmen, preferably with clientele among elevators, flour and feed mills. Middle West and Southern territories now open. An intensive direct mail advertising campaign should enable good man to clear \$5000 to \$10,000 first year. State experience, age and other particulars in first letter. Address 52K16, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED.

POSITION wanted with good company, 18 years' experience, married, age 45, handle sidelines, good reference. L. B. 262, Hooper, Nebr.

WANTED—Position as mgr. of country elvtr. in prospective business town by young man, several years' exp.; live wire. Address 52J13, Grain Dealers Journal, Chicago, Ill.

WANT position as manager farmer's elvtr.; 12 years' experience; now employed. Better school reason for change. Speak English and German; married. Address 52G35, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of a good country grain business, 20 years' experience; would purchase an interest if desired. Reference furnished. Address 52K7, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as mgr. of elvtr. by man with 23 years experience in handling grain, flour, feeds, coal, etc. Prefer office and sideline work, present business sold. Write Box 61, Perrysville, Ind.

POSITION wanted by experienced grain man capable of handling any position in grain business. Young, married, speak English and German; make change any time. Good references. Geo. A. Miller, Bigelow, Minn.

POSITION WANTED by young married man with grain and lumber experience as manager or assistant manager in good live concern. Best of references. Address 52J11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with terminal market firm, either in office or traveling; 12 years' grain trade experience; understand all phases of business. Reference. Address 52K6, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN experienced in grain, lumber, feed milling and livestock wants position as manager of good country station; good mixer, married. Prefer Iowa. Address 52J37, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED grain man wants position with some good firm, can manage line of elevators or handle any part of the business; young, married, can make change soon. Address 52J36, Grain Dealers Journal, Chicago, Ill.

YOUNG married man, 34 years old, with 12 years' experience in the grain and milling business desires position with mill or elevator as manager or as flour salesman; is competent accountant. Address 52K20, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager or agent of grain elevator, Protestant locality, and no place too large; 17 years successful management in grain, lumber, hardware, machinery, coal, flour and feed. Best of references. Address 52G8, Grain Dealers Journal, Chicago, Ill.

WANT position as mgr. of country elevator, either farmers or Line Co., by married man, 22 yrs. experience buying and selling grain, also handling coal, flour, feed, lumber; ran cleaning and mixing house 5 years. Must make change from present location account of school. Best of references. Address 52K23, Grain Dealers Journal, Chicago, Ill.

POSITION wanted by man familiar in selling grain as well as seed, hay, coal and feeds in some good elevator where good work is appreciated. Would buy an interest if location was right or would rent a small elevator that has a good feed business. Can furnish good bank references as to ability as a grain man and character. Address 52K22, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of good elevator, line of elevators or as auditor for such line. Would consider position in the grain, traffic or accounting department of good mill; might handle 2 or more combined in small mill. Fully experienced in grain matters. Go anywhere, but prefer 250 miles S. E., S., or S. W. Kansas City. Address 52H32, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED.

WANT position as manager or assistant to manager in grain elevator; experienced, capable; references. What have you to offer? Address 52E6, Grain Dealers Journal, Chicago.

POSITION wanted by experienced grain man, capable of handling any position in the grain business; now employed, desires change. Address 52J31, Grain Dealers Journal, Chicago.

PARTNER WANTED.

WANTED—Partner for grain and coal business; \$8,000 required. Address 52G7, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

BEST FLOUR MILL

opportunity available.

For sale or exchange at a genuine bargain. Located in Temple, central Texas, city of 15,000 people, on main lines of M. K. & T. and G. C. & S. F. Railroads, with branch line on Katy to Belton, and branch line on Santa Fe to west Texas and California. Transit privileges on both roads.

Brick mill building, three-stories, on stone basement, with brick warehouse adjoining. Frame warehouse; thoroughly equipped elevator; two steel tanks, each with approximate capacity 55,000 bushels; daily mill capacity 300 barrels flour, and 168,000 lbs. of meal. Plant properly managed and operated with produce one-half to one million dollars business annually.

Wonderful opportunity for party who understands the milling business and has the money and ability to operate it, not only as a milling industry, but as a profitable, wholesale and retail grain business.

Can be bought at a figure far less than its actual value.

The First National Bank,
Temple, Texas.

FEED MILLS FOR SALE.

FEED MILL FOR SALE OR LEASE.

Will sell or lease feed plant. Excellent concrete building; large warehouses. Located on main line of I. C. R. R., 75 miles north of Memphis. Milling in transit arrangements for south and southeast. Address Dyersburg Milling Company, Dyersburg, Tennessee.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted! Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

MISCELLANEOUS.

FOR SALE—Corrugated iron, any quantity, immediate shipment, new stock. Standard Mill Supply Co., Kansas City, Mo.

FOR SALE—Steel tank 6 ft. in diameter, 60 ft. high with a 70 degree hopper 10 gauge at the bottom and 14 gauge at the top. Thomas Page Milling Co., North Topeka, Kans.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

MACHINES FOR SALE.

FOR SALE—1 used McDaniel Grain Dryer in very good condition. Aunt Jemima Mills Company, St. Joseph, Mo.

NO. 760 MONITOR Northwestern Separator for sale. The machine has been used very little and is practically as good as new. Northern Elevator Co., Manitowoc, Wis.

50 BARRELL flour mill for sale, in good condition; also 150 barrel corn meal mill and other machinery. Address Kaucher Hodges & Co., Exchange Bldg., Memphis, Tenn.

FOR SALE—3 steel elevator legs, complete. 14"x21", inside measurements. Also 1500' of 12" conveyor in metal box, excellent shape. Standard Mill Supply Co., Kansas City, Mo.

EUREKA GRAIN FAN for sale in good condition. Fans between 500 and 600 bushels corn and 350 bushels wheat per hour. Will sell for \$300 f. o. b. Queen Anne. Address R. H. Barnes, Queen Anne, Md.

FOR SALE—Two 25 H.P. Type Y Fairbanks Morse special electric oil engines. Two Fairbanks Morse A. C. generators, exciters and switchboard. Address Swanton Electric Co., Swanton, Nebr.

FOR SALE—At bargain prices for cash, three rebuilt Boss Air Blast Car Loaders. Guaranteed good as new. Load cars without scooping. Cannot injure the grain. Act quickly. Maroa Manufacturing Co., Maroa, Illinois.

ATTRITION MILLS all makes and sizes from 16-in. to 24-in. plain and ball bearing and motor driven; 1 "J-B" Grinder; 1 9x24 and 1 9x18 feed mills; dust collectors; motors all sizes; oil engines; corn shellers; corn meal bolters; Bowsher Mills; elvtrs. all sizes; iron elvtr. boots; metal spouting; conveyors. Leather belting a specialty, pulleys; hangers, shafting. Rolls ground, corrugated. A. D. Hughes Co., Wayland, Mich.

FOR SALE—Head pulley 38" diam., 13 $\frac{1}{2}$ " face, 2 $\frac{1}{2}$ " bore; Solid pulley 36" diam., 10 $\frac{1}{4}$ " face, 2 $\frac{1}{2}$ " bore; 35' Caldwell 9" spiral conveyors, complete with hangers. Complete set of sheaves for rope drive transmission for country elevator, about 300' drive rope 1 $\frac{1}{2}$ ". All the above have been used but are in good shape. Will sell all or any part, real bargain.

Farmers Co-Operative Co.,
Roland, Iowa.

FOR SALE—Noye Roller Mill, 3 high, 9"x24". Rebuilt, good as new. Will corrugate to suit buyer. Grand bargain at \$250. Triumph Corn Sheller; style B to hang below floor. Absolutely new. Price \$105. Robinson Round Reel, No. 2, with two conveyors. Clothed 8 and 12 for cracked corn. Good condition. \$45 is very low for this machine.

S. Howes Co., Inc., Eureka Works,
Silver Creek, N. Y.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

W. R. Leathers, Mgr.

9 S. Clinton St. Chicago, Ill.

ATTRITION MILL

1-36" Sprout-Waldron ball bearing mill for sale direct connected to 2-50 h. p., 3 phase, 60 cycle, 440 volt high speed motors, complete and in guaranteed condition.

Y-r!! Fone!! Rite!!
CONSOLIDATED PRODUCTS COMPANY, Inc.
15 Park Row New York, N. Y.

MACHINES FOR SALE.

FOR SALE—No. 1 Barnard 3 roller mill; electric motor 7 $\frac{1}{2}$ H. P. New 4 ply 7 inch rubber belt 69 ft. J. A. Carden, Hampton, Iowa.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

NO. 333 EUREKA Horizontal Bean Washer, also No. 377 Eureka Horizontal Whizzer for sale. Both as good as new. Write for price. Bad Axe Grain Company, Bad Axe, Mich.

FOR SALE—Practically new Monarch, small single shoe general grain separator and cleaner, full equipment of screens and parts ready for delivery, price very reasonable. Lock Box 36, Buffalo, N. Y.

CHANGING TO ELECTRICITY—Taking out Hamilton-Corliss tandem compound condensing engine, size 10x18x30; gravity valve gear, jet condenser, Webster feed water heater, Morehead trap, vacuum gauge, one receiver gauge and other equipment. Not a wornout engine but one in good condition doing full duty when replaced March 1st. Sell fully worth your money. Sweet Springs Milling Company, Sweet Springs, Missouri.

SHELLERS AND FEED GRINDERS.

10 Bowsher, Star, Diamond and Letz mills.
7 Williams and Gruendler, hammer-type mills.

5 Two and three pair high corn rolls.
3 Midget Marvel Self-Contained Flour Mills.
7 Corn shellers, cleaners and graders.

All above machinery practically as good as new. Will sell at attractive prices and terms. Address H. C. DAVIS, BOX 393, BONNER SPRINGS, KANSAS.

ALL GENERAL ELECTRIC company equipment in 1st class condition; 3 phase, 60 cycle, 220 volt, complete with bases and starters; prices crated f. o. b. Manassas; 1—50 H. P. motor, speed full load 865, 13" pulley, \$400. 2—30 h. p. motors, 1 has speed full load 865, the other 1740; one 13" pulley, other no pulley, \$300 each. (Will furnish required pulley.) 3—25 KW transformers, 2300 volts primary, 110—220 secondary; complete with oil, hooks and cut-outs, \$125 each. Manassas Feed & Milling Co., Manassas, Va.

FOR SALE—1 15 H.P. 60 cycle, single phase G-E Motor, 1800 R.P.M. complete.

1—15 H.P. 60 cycle, single phase, 1200 speed, Century Motor complete.

1—15 H.P. Howell ball bearing 60 cycle, 3 phase, nearly new, complete with compensator.

1—30 H.P. Howell sleeve bearing 1200, 60 cycle, 3 phase, complete with compensator.

1—20 H.P. John Lauson gasoline engine.

Each of the above are in A1 condition. Write or wire F. J. Conrad, 1749 B Ave., East, Cedar Rapids, Iowa.

FOR SALE—Feed rolls, 2 and 3 high, 9x24 and 9x18. Attrition Mills, 24" Monarch, motor driven, ball bearing; 1—18" Dreadnaught, ball bearing; 18" plain bearing Dreadnaughts. Gruendler Whirl Beaters No. 12, Jay-Bee Grinders, Bowsher Mills No. 7, 8 and 9, Bean cleaners and Pickers; Grain shoes; Feeders; Gaunt, Gardner and Hess; corn shellers; Blowers; dust collectors; Corn and Wheat cleaners; Corn dryers. Elevators all sizes; Iron elevator boots; Metal spouting. Roller and ball bearings. Engines; motors all sizes. One fourth bu. Richardson Automatic Scales, other scales. Special prices on leather belt; reels. Spiral steel conveyor; 1 Midget Marvel Mill; No. 3 and 4 Monitor Cleaners with brushes; Clutch Pulleys; Ball bearings put in your old hangers. Special price on bolting cloth. Rolls ground and corrugated. Pulleys. Everything for the grain elevator at a price that is right. A. D. Hughes Co., Wayland, Michigan.

SCALES FOR SALE.

FOR SALE—Several used Richardson's for sale; in excellent condition. Write us size you want. Richardson Scale Co., 1900 Republic Bldg., Chicago, Ill.

FOR SALE—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

ENGINES FOR SALE.

FOR SALE—One 10 H.P. International Mogul oil engine in good running order. Write Hauenstine & Rueter, Okarche, Okla.

FOR SALE—1 25 H. P. Lambert Gasoline Engine in running order for junk price. Address Stephens & Shelby, Muncie, Ill.

FOR SALE—One Stickney 16 horse power gas engine and one 20 horse power Columbus gas engine. Both in A-1 condition, \$100.00 each. Address J. W. Mead, Sanford, Kansas.

FOR SALE—Reliable used engines for your elevator.

1—Fairbanks type "Y" 15 H. P.

1—5 H. P., 1—10 H. P.

1—15 H. P., 1—21 H. P. Otto.

Guaranteed to be as good as new engines, entirely re-built. Have been used very little. Price is right.

R. M. Van Ness Construction Co.
1901 Harney St. Omaha, Nebr.

MACHINES WANTED.

WANTED to buy good used corn cracker and grader; small size. Address Midway Elevator, Colfax, Indiana.

SEEDS FOR SALE—WANTED

ALFALFA SEED—Original Hairy Peruvian.

Leo Turner, Yuma, Arizona.

23 years on Yuma Valley Farms.

CAN OFFER attractive prices on red clover, alsike, alfalfa, crimson clover, hairy vetch, Wilson soy beans. Blamberg Bros., Inc., 107 Commerce St., Baltimore, Md.

SIBERIAN and hog millet for sale; a number cars elegant quality. Prices and samples on request, also black and red amber cane seed. M. M. Summers, Willard, Colo.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.



Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 $\frac{1}{2}$ x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

Field and Grass Seed Trade Directory

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Barkemeyer Grain & Seed Co., field seed dealers.
Johnson, Inc., J. Oliver, seeds, humus, etc.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA

McGreer Bros., white seed corn our specialty.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds
Crawfordsville Seed Co., seed merchants.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

The Stanford Seed Company

(INCORPORATED)

Wholesale Field Seeds

BUFFALO - N. Y.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

ED. F. MANGELSDORF & BRO.

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Sent on request

Southworth & Co., TOLEDO OHIO

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KELLOGG

SEED COMPANY

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North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS

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"THE HOUSE OF QUALITY"

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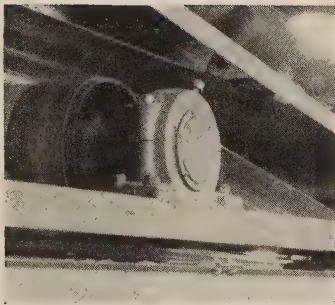


Hyatt equipped head and take-up pulleys built by Dodge Manufacturing Company, Ltd., operating in Windmill Point Elevator Extension No. 2.



Hyatt equipped tripper built by Miller Bros. & Sons Company, operating in Windmill Point Elevator Extension No. 2.

Four Modern Grain Elevators Equipped with Hyatt Roller Bearings



Hyatt equipped self-aligning ball and socket pillow block designed by John S. Metcalf Company, Ltd.

The John S. Metcalf Company, Ltd., of Montreal, Canada, selected Hyatt bearings to completely equip the conveying and elevating machinery of the following grain elevators:

Windmill Point Elevator Extension No. 2
Montreal Harbour Commissioners Elevator No. 3.
Vancouver Harbour Commissioners Addition to Elevator No. 1.
Vancouver Harbour Commissioners Elevator No. 2.

These bearings are installed on the drive, head, tail, take-up, bend, snub and tripper pulley shafts of all the installations, and are mounted in self-aligning ball and socket pillow blocks.

Hyatt roller bearings are being specified for installations of this character for these reasons:

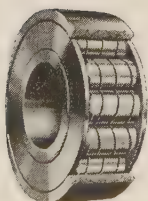
Their durability and true rolling motion is a protection against shutdowns.

Their positive self-oiling action insures cool running bearings that reduce the fire and dust explosion hazard.

Their low power consumption permits of the use of smaller size machinery and increases the life of the belting.

Their construction keeps the lubricant on the bearing surfaces, resulting in infrequent lubricating periods.

The details of these and many other advantages of Hyatt-equipped conveyors will be furnished on request by our engineers.



HYATT ROLLER BEARING COMPANY

NEWARK	DETROIT	CHICAGO	SAN FRANCISCO
WORCESTER	MILWAUKEE	HUNTINGTON	MINNEAPOLIS
	CLEVELAND	PITTSBURGH	PHILADELPHIA
			BUFFALO

GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY 25, 1924

THE DEFLATION of wages promised by forecasters before the end of the year will be welcome to the operators of terminal grain elevators.

EXPORT BUYING of wheat has been so persistent all thru the month of May that the North American markets have finally taken a more cheerful tone.

CONFISCATION of property by our Commissars at Washington is done gradually by taxation but none the less as certainly as by the bloodthirsty dictators of soviet Russia.

FOREIGNERS holding wheat abroad and hedging as in former years by sales of the Chicago futures are sitting on a powder magazine with the McNary-Haugen bill ready to blow them up.

WHEN dust is escaping into the open air from the collecting system of a grain elevator it is time the owners improved their equipment, without waiting for citizens to complain as they did at Kansas City recently.

DISCONTINUANCE of its radio station by the Chicago Board of Trade does not mean that country dealers are to be deprived of this means of getting information, as long as the demand for the quotations is so general.

THE SPYING system of the U. S. Department of Justice has been done away with by the new chief of the department. Now legitimate merchants can breathe easier, since the department will not concern itself with prying into private affairs of persons whom it does not contemplate convicting of any crime.

MARKETING specialists and associate specialists are to be employed by the Dept. of Agriculture at \$3,000 and \$2,400 a year, and no doubt after having been employed by the government a few years they will be qualified to draft such a bill as the McNary-Haugen.

DISGUSTED with the official forecast of a Kansas wheat crop nearly twice as big as last year, the president of the Crop Killers' Union threatens to take away members' working cards unless they can hold down the crop being sown in the Northwest. Accordingly his crew has skipped to the Dakotas and is tampering with the springs in the spring wheat crop.

CARS NEEDING REPAIRS on the lines of the American railroads have increased slightly compared with a year ago, and coming at a time when we get reports of railroads adopting a policy of retrenchment on the eve of the movement of the grain crops leads to the suggestion that it is a mistaken policy to cut down the forces in the shops repairing box cars.

WHEN overhauling your plant don't overlook the fact that rapid handling mechanical equipment is far cheaper than labor, patience, or the loss of customers. The elevator operator can not afford to sit around late at night waiting for that old 1,000 bushel leg to load another car when a 5,000 bushel leg would have cleaned up the entire task during working hours.

COUNTRY buyers can discourage tenants selling them grain covered by landlord's lien by writing across face of check "*In payment for grain free from liens.*" When payee endorses check he agrees to every statement on its face. If tenant admits grain is covered by lien then the check should be made payable to both the landlords and the tenant jointly.

WASHINGTON state poolers ass'n recently voted to abdicate and turn over the 1924 crop to the Oregon pool, ostensibly because the tonnage of wheat is expected to be reduced. Outsiders think the real reason is that they could not deliver the goods in the form of higher prices for the grain. If they believed sincerely in their own pool, why did they indorse the McNary-Haugen bill at their final session?

UNIFORMITY IN TRADE RULES is steadily gaining ground, the St. Louis Merchants Exchange being the latest to make changes to conform to the rules of the Grain Dealers National Ass'n. It is quite likely that St. Louis soon will make changes in its rules regarding sales on destination weights that will give shippers to that market St. Louis weights on all sales, definitely ending the responsibility beyond St. Louis and making that market more attractive.

DIRT AND MOISTURE in corn can always be depended upon to increase the hearing tendencies of shipments. Many shippers fully recognize the danger of shipping dirty, damp corn, but still it is continued and often results in heavy losses on single shipments. The discussion of this practice in the Iowa meeting again brought into the foreground the advantage of mixing moist corn with dry oats and thereby improving the keeping quality of the corn when a drier was not at hand.

THE PETITION in favor of the enactment of the McNary-Haugen "farm relief" bill presented to Pres. Coolidge and Congress May 19 with 60,000 signatures of Illinois farmers, bankers and businessmen, could easily be offset by a petition against the bill with twice as many signatures. Sixty thousand is but a small fraction of the 6,000,000 population of Illinois, about one per cent, yet that is the manner in which legislation is obtained today, clamorous minorities binding the chains on the great mass of the people who are asleep.

THE SURPLUS earnings of the Kansas State Inspection Dept. may not belong to the state for general expenses, but the Legislature confiscated the funds and it will cost farmers and grain shippers dearly to secure a return of the \$75,000 taken. If the grain inspection law was not intended as a revenue law then the sufferers should protest against the fees ever exceeding the actual expenses of the service. To permit the department to charge excessive fees and accumulate another surplus will invite another grab by the state legislature.

THE AMERICAN Federation of Labor gloated over the defeat of members of Congress who defied organized labor and voted for the Esch-Cummins bill; but F. S. Noxon of the Railway Business Ass'n found the records showed in the 1922 election that 209 of those who voted for the bill ran for another term, and 14, only 6 per cent, were defeated, while of the 128 of those who voted against the bill and ran for another term, 46, or 36 per cent, were defeated. Moral for weak-kneed congressmen: Stand up and defy all advocates of class legislation.

TRYING TO DO a grain business without a shipping scale is worse than guessing on a horse race. When guessing on the amount of grain loaded into a car, the dealer is placed at the great disadvantage of never knowing for sure whether he guessed right or wrong. In a horse race he can always tell at the end of the race whether his guess was right or wrong, but when it comes to guessing on the weight of grain shipped, he never will know; and if half the load leaks out in transit he will not be able to prove loading weight to the satisfaction of the railroad so his claim for loss in transit is worthless.

A VALUABLE precedent is established by the decision of the U. S. Circuit Court of Appeals in the case of the Akron Feed & Milling Co., published elsewhere in this number of the Journal, holding that the consignee is not liable for a freight undercharge when the consignee had to depend upon the carrier for statement of the freight charges due on the shipment. It will be cheering to shippers to read the opinion of the court that "We are not impressed that the public interest demands such construction of the law as would make the consignee suffer a loss due to the fault, negligence and misrepresentations of the carrier." Before this decision the carriers have felt that it was immaterial what they claimed was due as freight, as under the Interstate Commerce Act they could always come back on the consignor or consignee for more money at any time thereafter.

RUMOR REACHES us to the effect that the Manitoba government, which some years ago during an attack of altruism bought and built a large number of country elevators, is now disposed to sell all of them as soon as existing leases expire. The heavy annual loss on this property without considering its heavy depreciation, has proved most distressing to the politicians who were determined to solve the grain marketing problem of that province. The taxpayers have been burdened for years with this large line of country elevators without benefiting the farmers one iota.

IT MUST BE more than a pleasing sensation to the owner of a line of elevators who hears from different insurance inspectors that all his elevators are "kept clean, free from known fire hazards, and in perfect running order." That owner can go home every night without experiencing any nervous anxiety about the safety of all his property. The elevator owner who tolerates known fire hazards is kept in continual worry regarding the insurance. His wonder is, has he enough insurance to force others to share the loss if he has one? How much better is it to know that your property is safe.

COTTON was stricken from the list of the commodities to be price controlled under the McNary-Haugen bill and one of the speakers at the annual meeting of the Illinois Grain Dealers Ass'n who had been attending committee hearings at Washington declared he had been unable to learn why. The reason is the advocates of the bill discovered that its application to cotton would scale down the price of that commodity, which now is ruling at 30 cents per pound, as against 10 to 15 cents before the war. This action exposes the purpose of the farm bloc, not to have a fair price but an inflated price.

AMATEURS meddling with the business of grain buying will do well to leave this work to the regular grain dealer, judging from the experience of a school-teacher in Indiana last week who bot 7 bushels of corn from a farmer and was shot to death by the farmer in a quarrel over the price. We have yet to hear of a regular grain dealer being shot and killed in a quarrel over the settlement, altho dealers have successfully closed millions of these transactions. Pool promoters had best watch out as some farmers are so disappointed with their returns that they will be looking with a sawed-off shot gun for the man who got their signature.

MILLERS have no reason to fear any action that may be taken by the Federal Trade Commission on the complaints it has received that the big millers are selling flour to large bakers at \$4 per barrel and asking \$7 from the little fellows. The business of selling flour is under no government privilege or monopoly, and a miller has a legal right to give away his flour. The federal aggregation of busybodies has already announced a formal complaint against the leading feed manufacturers for "classifying" their customers. In view of recent decisions against the "cease and desist" orders of the Commission neither the feed manufacturers nor the flour millers have anything to fear.

FORCING THE FARMER into pools to get loans is condemned by one of the speakers at the convention of the Kansas Grain Dealers Ass'n in his address published on page 659 of this number under the caption "Fallacy of the Pooling Plan." Rightly he asks "If his crop is good security for the Federal Intermediate Bank to loan upon thru a pool why is it not good security for a member of the Federal Reserve System of banks?" Even so Senator Smith of South Carolina on May 18 declared that "the intermediate credit banks are too indirect to meet the situation" and in a bill which he has introduced proposes to give the poolers still more aid against the individual farmer, himself admitting that "This legislation provides that each staple farm product shall have a distinct and separate federal co-operative association."

Harmful Effect of Political Interference.

One of the arguments used by opponents of the Capper-Tincher bill before the enactment of the Grain Futures Act was that the threat of government prosecution of traders would have a tendency to drive them out of the business and the effect would be a smaller volume of trading, and with the consequent reduction of speculation the price of wheat would be lowered. Speculation keeps up the price of any commodity.

After the Act went into force there was no immediately traceable diminution of trading, altho many experienced brokers declared business had fallen off materially.

During the past month, however, we have convincing proofs that the dead hand of government control is killing the speculative market and reducing the price paid to the farmer for wheat.

One day last week one of the biggest Chicago private wire houses traded in only 25,000 bus. of futures, when its normal volume might be 250,000 bus. Another private wire house that has maintained a branch office at Kansas City for 30 years contemplates discontinuing.

For the week ending May 19, 1923, a year ago, the sales of wheat futures, aggregated 200,403,000 bus., on the Chicago Board of Trade. A month ago, for the week ending Apr. 19, 1924, the trades aggregated only 70,751,000 bus. on the Chicago Board; and for the week ending May 17, 1924, the sales were but 50,009,000 bus., as reported by the Grain Futures Administration of the U. S. Department of Agriculture. This shrinkage to one-fourth of the former volume of trading seems to vindicate the judgment of those who opposed the bill. It shows that the "protection" promised by some advocates under the law has been anything but beneficial to the contract markets.

How serious in its effect this reduction in the volume of speculation has been can not be appreciated without reading the statement by one of the best posted speakers at the annual meeting of the Kansas Grain Dealers Ass'n in his opening paragraph on "National Legislation" published on page 654 of this number. To quote him:

"The total open trades in the Chicago market during the past year averaged about 90,000,000

bus. per day. This is somewhat less in fact, quite considerably less than the total amount of wheat in the visible supply and located in country mills and country elevators. There wasn't sufficient volume of open trades from day to day to take care of the wheat in the United States which is ordinarily held. If 35 to 45 per cent was in hedging then the volume of trade was too low."

As the volume now is less than half that of the past year it proves our hedging system now has completely broken down.

One other result is that the United States farmer is getting less for his wheat. In October Chicago December wheat was selling at \$1.10, or 14 cents over Winnipeg at 96 cents. Since that time speculation has been diminishing at Chicago and increasing at Winnipeg, so that May wheat at Winnipeg is less than two cents under Chicago May. In other words Winnipeg has gained 12 cents on Chicago. It is largely a matter of opinion what the killing of speculation is costing the farmer of the United States. Various guesses might be hazarded, but taking a range of 5 to 15 cents per bushel the farmer's loss due to government interference with the Chicago Board of Trade is probably 10 cents per bushel.

The farmer as a taxpayer pays his share of the expense of maintaining the Federal Grain Futures Administration, the 1925 appropriation including 8 employes, 2 on part time basis, at salaries ranging from \$6,000 to \$1,500, total \$24,660, against \$22,520 for 1924. The total appropriation of \$104,460 is but a bagatelle compared with the cost to the farmer in the reduced price of his wheat, which at 10 cents per bushel on 800,000,000 bus. amounts to \$80,000,000, to say nothing of his loss due to the reduced volume of speculation in corn.

If the farmer knew what this political interference with the grain business was going to cost him he would have none of it.

Hard Roads.

The rapid extension of hard roads in all of the grain surplus states is sure to bring about the freer marketing of grain each month of the year and without any interference by mud. The hard roads will also increase the use of trucks and the delivery of more loads per day by farmers living in the same county. Dealers will receive grain from more distant points and it will behoove them to exercise greater care in handling the grain of strangers, because tenants whose grain is incumbered by a landlord's lien are sure to haul it to some distant station where they are not known. No elevator operator cares to take chances on escaping the vigilance of the landlord even though his farm is 25 miles away. All checks made payable to strangers should bear the legend in red ink on the face, "*For Grain Free From All Liens.*"

The hard roads will also help the country dealer in another way. When markets are favorable he is sure to have larger receipts so that it behooves him to install elevating and weighing facilities which will enable him to handle a much larger volume of grain than heretofore and expeditiously. A sharp advance in the market might induce many of his nearby customers to deliver four or five truck loads apiece each day.

Carrier Bound by Its Statement that Freight Bill Was Correct Amount Due.

In October, 1919, a shipment of wheat originated at Isabel, Kan., and another shipment originated at Pretty Prairie, in the same state. These two shipments of wheat were milled at Hutchinson, Kan., and reshipped by a connecting carrier of the Erie Railroad, under bill of lading dated November 19, 1919, consigned to the order of Larabee Flour Mills, at Kansas City, Kan. It was thereafter reconsigned to E. P. Mueller, at Chicago, and by Mueller was reconsigned to the Akron Feed & Milling Company, Akron, Ohio.

The Akron Feed & Milling Company agreed to pay Mueller for this shipment \$1,050 f. o. b. cars at Akron. A bill of lading was forwarded to an Akron bank. When the consignment reached Akron, the Erie Railroad Company represented to the Akron Feed & Milling Company that all freight chargeable against this shipment up to the time of its arrival in Chicago had been paid. The scheduled rate from Chicago, including war tax, amounted to \$64.38, of which amount the milling company paid, at the time the bill was presented to it by the railway company, the sum of \$53.46, and later paid to the Erie Railroad Company the balance of this freight, amounting to \$10.92. The milling company, relying upon the representations made by the railway company that all freight upon this consignment had been paid to Chicago accepted the consignment, paid the freight charges demanded, and then paid to the Akron bank upon the bill of lading the sum of \$1,050, less the freight charges of \$64.38.

No contention is made that the milling company did not pay the full and correct freight charges upon this shipment, including the war tax, from Chicago to Akron, but the railway company later discovered that the freight charges, amounting, with war tax, to \$128.59, from Kansas City to Chicago, had not been paid, and thereupon brought an action against the Akron Feed & Milling Company to recover that sum.

For a defense to this action the milling company claims that it relied, and had a right to rely, upon the representation made to it by the railway company that all freight had been paid upon this shipment to Chicago, where it had purchased this merchandise from E. P. Mueller, and had paid E. P. Mueller in full the agreed price of this merchandise, less the freight from Chicago. It further appears by the stipulation of counsel that:

"Neither the Akron Feed & Milling Company, nor plaintiff, the Erie Railroad, were able to collect this undercharge from the consignor, notwithstanding attempts were made by both plaintiff and defendant."

There is no dispute as to the facts above stated. A jury was waived, and the District Court, upon this agreed statement of facts, entered a judgment for the defendant, dismissing the plaintiff petition, with costs.

The decision of the lower court was affirmed by the U. S. Circuit Court of Appeals, Mar. 6, 1924, stating in full that:

The law is well settled that representations or claims made by the carrier as to the correct amount of freight to be charged will not relieve a consignee from the payment of the scheduled rate, for the reason that a shipper or consignee has equal opportunity with a carrier to know the published rate, and he is conclusively presumed to have such knowledge. *Railway Co. v. York & Whitney*, 256 U. S. 406, 41 Sup. Ct. 509, 65 L. Ed. 1016. It is apparent that any other construction would defeat the purpose of the act, requiring full and exact payment of the published scheduled tariff upon every shipment of freight, and would afford opportunity for collusion and fraud between the carrier and favored shippers, to the injury and prejudice of the public.

The question here presented, in the absence of any claim or proof of fraud and collusion, must be determined upon wholly different considerations. The consignee in this case had no knowledge, nor had it equal means with the railway company of acquiring knowledge, that the freight from Kansas City to Chicago had not been paid. No circumstance whatever is suggested in the agreed statement of facts that

would put the consignee upon inquiry. The railway company knew, or ought to have known, that this freight was not paid, and, when it expressly stated that it had been paid, the consignee relied upon that representation, instead of refusing to accept the consignment until it had made full inquiry with reference to that fact, which inquiry would involve, not only delay, but expense, including demurrage. Nor had the consignee any more reliable source of information than the railway company itself.

The consignee, at the time these representations were made to it, was in position to protect itself fully in the payment of all freight charges. It was wholly a matter of indifference to it whether these charges were \$100 or \$200. Whatever freight charges it was required to pay it could deduct from the purchase price of the merchandise. It is admitted that, if it is now compelled to pay this freight, it cannot recover the same from the consignor and must suffer the loss. If the matter were one wholly between the carrier and the consignee, there would be no question that the carrier's representation would estop it from demanding further payment of freight. While the statute requiring every shipper and consignee of freight to pay the full published scheduled rate is a salutary one for the protection of the public, nevertheless, in construing and enforcing this statute, courts should not wholly ignore private rights. It is equally important that the rights of private individuals should be protected.

Counsel has not directed our attention to any case in which this exact question has been presented to the Supreme Court, nor does it appear from the investigation we have been able to make that the Supreme Court has held a shipper or consignee of freight liable for the payment of the full published scheduled rate, regardless of misrepresentations by the railway company, upon any theory other than that the shipper and consignee are conclusively presumed to know the published scheduled rate, and therefore may not rely upon the representations made by the carrier. In this case no presumption obtains that the consignee knew that the freight upon this consignment from Kansas City to Chicago had not been paid. That was not a matter of public knowledge. While the question of legal liability is not free from doubt, the equities are clearly with the consignee, and we are not impressed that the public interest demands such construction of the law as would make the consignee suffer a loss due to the fault, negligence, and misrepresentations of the carrier.

For the reasons stated, the judgment of the District Court is affirmed.—296 Fed. Rep. 675.

CROP and harvest acreage figures will be gathered for the United States Department of Agriculture by rural mail carriers. The plan has been approved by Postmaster General New. This fall 44,000 carriers will distribute and collect cards from more than 700,000 farmers on which will be shown the acreage harvested or to be harvested on individual farms. This method, it is believed, will prove far more efficient in gathering representative information than the present system of sending schedules to individual farmers.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

N. Y. C. 217841 standing on side track in Wakarusa, Ind., Apr. 14, leaking mixed shelled corn.—Wakarusa Milling Co.

C. B. & Q. 98820 passed thru Bethany, Mo., on Mar. 4, leaking grain at end of car.—Bethany Mill & Elevator Co., Bethany, Mo.

A. T. & S. F. 25543 passed south thru Barnesston, Neb., Feb. 19, leaking oats at end door.—L. M. Hicks, Root Grain Co., Kansas City, Mo.

C. M. & St. P. 502465 passed thru Hartley, Ia., Nov. 29, eastbound, leaking oats reely at drawbar.—Pavik Grain Co.

C., C. & St. L. 46502 passed thru Richville, Mich., Feb. 2 leaking wheat at side of car. No chance to repair.—Richard Hoerlein.

Sale of Good Will Does not Prevent Re-engagement in Business.

The Farmers Co-operative Elevator Co., of Fowler, Mich., was organized by upward of 300 farmers, with a subscribed capital of \$50,000, for the purpose of erecting a building and engaging in the elevator business at Fowler. Fowler is a small town and probably a good location for one elevator business. Sturgis & Sons had an established business there, and plaintiff was organized to enter the field as a competitor. Some time before the purchase, negotiations were carried on looking toward a sale by Sturgis & Sons, and purchase by plaintiff of the established business and thereby eliminate competition. Sturgis & Sons was a trade-name adopted by defendant Lucene Sturgis, who was sole owner of the business and property.

To sell and stay out of business Lucene Sturgis wanted \$80,000. This was more than negotiators for plaintiff would pay, and preliminary work toward the erection of a new elevator was commenced.

November 4, 1919, the president and secretary, accompanied by another director, employed an attorney and met Lucene Sturgis at the office of another attorney in the city of St. Johns, and there terms were discussed, agreed to, reduced to writing, and signed, subject, however to the approval of plaintiff's board of directors. The secretary of plaintiff company engineered the negotiations from the start and had with him, on November 4th, a memorandum of terms to be covered, among which was an undertaking by Lucene Sturgis to keep out of the business at Fowler. When that subject was proposed by the secretary, at the meeting of the parties on November 4th, Lucene Sturgis said he would not agree to remain out of such business unless paid \$10,000 more, or, in lieu thereof, an agreement by plaintiff to not employ a Mr. Martin.

In January, 1920, defendant Lucene Sturgis, Marion Sturgis, and Howard Sturgis formed a copartnership and started the erection of an elevator at Fowler.

Plaintiff filed the bill herein to restrain defendants from carrying on such a business at Fowler, claiming the contract of November 4, 1919, did not express the true agreement of the parties; that defendant Lucene Sturgis was bound by the negotiations leading up to the contract; that what was said at the meeting of the stockholders limited the power of the directors to enter into contract, and they could make no contract without an agreement on the part of Lucene Sturgis to stay out of business; that Marion and Howard Sturgis were interested in the property purchased by plaintiff, and asked the court to reform the contract and enjoin defendants from conducting a competing business at Fowler.

At the hearing a decree was entered restraining Lucene Sturgis from re-engaging in the business and from being interested in a competing business, but denied relief against defendants Marion and Howard Sturgis.

The Supreme Court of Michigan ruled in favor of Mr. Sturgis Apr. 10, 1924, stating: The committee of directors, representing plaintiff in negotiating the contract, fully understood that the contract, as finally prepared, did not restrain defendants from engaging in the same business at Fowler, and so did the board of directors in ratifying such tentative contract and in making payment thereunder. The talk that defendant Lucene Sturgis might move away from Fowler never became an engagement that he would do so, and we are satisfied plaintiff's officers relied on the 300 stockholders of the company to command the trade rather than on the defendant's moving away. Later, when plaintiff made further payment and received a deed and bill of sale, both instruments expressly saved defendant Lucene Sturgis the right to continue in business at Fowler.

The purchase of the good will of the business did not carry an engagement by defendant Lucene Sturgis to refrain from like business, or prevent him from doing so, and the committee representing plaintiff in preparing the tentative contract were so informed by their attorney and also by the attorney for defendants.—198 N. W. Rep. 191.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

More Uniform Protein Tests Needed.

Grain Dealers Journal: If the chemists do not soon devise reliable methods of securing more uniform protein tests all the shippers who attempt to buy farmers' wheat on the basis of protein content will go broke. The first sealed sample of the 1922 wheat I sent to Kansas City for testing was credited with 14%. The grain upon arrival was said to contain but 12.32%. I had car resampled and tested by two different chemists. The first reported 12.40% and the second 11.86%. Of course I lost money.—W. E. Robertson, Morrill, Kan.

Indiana Pool Short of Signers.

Grain Dealers Journal: We are in receipt of inquiries from different sources as to the situation with reference to the progress being made by the Wheat Pool and this is intended to give all the information we can get. We might say, in passing, that the progress made seems so small that few, if any, of our people need have concern.

The last published reports we have seen by the Poolers indicate that something over four thousand farmers have signed the contract in different parts of the state. Doubtless that number has been increased a little as the drive is on and has been for some weeks, since the published statement occurred. This statement did not say how many acres or bushels of wheat were signed up, hence we cannot tell how far away from their goal they are.

According to public statistics on file in the proper offices in the State House of this city, we learn there are 123,000 wheat farmers in Indiana. These 123,000 farmers grew and harvested in 1922 1,996,000 acres and threshed therefrom 28,928,000 bus. In 1923 they grew and harvested 2,076,000 acres and threshed therefrom 34,248,000 bus. If all producers had shared equally in acreage in this production they would have averaged 16.4 acres per wheat farmer in 1922 and 16.8 acres per wheat farmer in 1923. If the five thousand farmers signed up, as claimed, are of the average type, raising the average number of acres per wheat farm, the total acres signed would be 84,000, while on the basis of 40% of the wheat growers of the state required to sign, that would require 592,000 acres, but they now have, based on the average acres per farm, only 84,000 acres, and this represents only 4.8% instead of 40% the Pool Contract calls for. However, the Pool Ass'n in its contract seemed to anticipate this condition and made this provision. (See contract.)

"Sec. 13 (a) If the signatures of growers covering a production of wheat equal to at least (40%) forty per cent of the average production of wheat in Indiana during the past ten years shall not have been obtained by May 24, 1924, the Organization Committee must notify all subscribers; and they shall have the right to cancel their agreement by written notice received by the committee by June 7, 1924. Their share of the funds then remaining in the hands of the Organization Committee shall be returned and prorated among such cancelling subscribers; and the Organization Committee shall have its accounts audited by a certified accountant; and the report thereof shall be filed with the Secretary of the Organization Committee and shall be available for the inspection and examination by any of the subscribers or their representatives.

(c) For all matters of production, acreage, percentages, proportionate shares or signatures and for all statements of facts in connection herewith the written statement of the Organization Committee, signed by its chairman, shall

be absolutely conclusive, with or without notice to the subscribers."

No comment is necessary as the plain statement is easily comprehended and the signer is not in any position, if he so desired, to even call for a verification of the number of per cent claimed to be signed up.

We will be glad to have reports from our people in each county with the most accurate information they can obtain as to the actual number of signers, likewise the number of acres involved.—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

McNary-Haugen Pool will not Put the Canadian Wheat Grower Out.

Grain Dealers Journal: Mr. Sapiro told the Royal Grain Inquiry Commission at Winnipeg that he foresees a dark design taking shape in the United States to put the Canadian wheat-grower out of business. On paper the thing looks simple enough. The U. S. farmers, he says, are organizing a wheat pool. By combine methods and by the assistance of the tariff they propose to boost the price of wheat in the United States to whatever figure suits them; and then to "dump" the surplus on the outside market,—perhaps at Winnipeg—and "break" the Canadian wheat producer.

The U. S. consumer does not seem to have been taken into account in that part of the calculation. But, as he happens to be in the majority, the chances are that he will be heard from about the time the combine starts to whip-saw him on the price of flour. The present U. S. duty against foreign wheat was not imposed by the unaided might of the U. S. wheat grower. It was only made possible because the consumer gave his consent to it, either through sympathy with the wheat-grower or in hope of maintaining general prosperity and getting his share of the good times. But when the wheat grower presumes upon that sentiment to the extent of demanding that the consumer pay more for his flour than he is willing to pay, there will be trouble at Washington.

More people live on rice, rye, corn and millet than on wheat. Before the U. S. pool makers can starve the world into paying what they choose to demand they will also have to put these substitute cereals off the market. Unless that is done there isn't money enough in corralling the wheat market in hardup Europe to make the effort worth while.

Taking it all around the Canadian wheat grower need not stop the seed drill just because of Mr. Sapiro's disclosure. He may be right as to the aims of the pool-makers across the line. But there are quite a number of bridges to be crossed before they break the world price of wheat and begin to play the role of Joseph in ancient Egypt. Despite what he says, the chances are that there will be buyers for Canadian wheat next fall. In fact there is even a tolerable certainty that, whatever the pool-makers and Congress may do, quite a jag of Canadian wheat will be imported into the United States next winter.—Winnipeg.

URBANA, ILL.—Flag smut has appeared in certain parts of the Illinois wheat section. Tho the crop has not developed sufficient to determine the extent of infestation, farmers are being warned to be on the lookout. Flag smut appears mainly on the leaves of the plant, showing black streaks or lines, that run lengthwise in the top leaf blades. Sometimes the stems are also affected. The black lines are caused by the formation of spores by the smut fungus. Infected plants seldom grow to more than one-half to two-thirds normal size and rarely head out and produce seed. Wheat growers and farmers are asked to report any indication of this disease to the state agricultural college or the state department of agriculture, that the extent of infestation may be determined.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Brokerage Earned without Shipment?

Grain Dealers Journal: I would like to know what are the rules governing the payment of brokerage when the broker made the sale but the merchandise never was shipped.

I have always understood that the brokerage was earned and the broker was entitled to the brokerage whether or not the merchandise sold was ever shipped.—Fred L. Cressey, Boston, Mass.

Ans.: There happens not to have been any arbitration by the Grain Dealers National Ass'n on this point.

In the courts the question has been passed upon many times in real estate transactions; and in real estate deals the courts always have held that the broker is entitled to his commission when he has found a buyer willing and able to pay the price and meet the other terms and conditions imposed by the seller when he employed the broker to negotiate. When the seller of real estate changes his mind about selling, or wants more money the broker who had produced the buyer is entitled to his brokerage charge, for the simple reason that he has performed the work for which he was employed, that is, to find a buyer.

If the buyer procured by the grain broker backs down before shipment the broker is placed in the position of not having furnished a buyer, and is not entitled to the brokerage.

Remedy When Corn Goes Out of Condition?

Grain Dealers Journal: We sold a car of corn to a feeder and when it arrived at his station he unloaded and hauled two truckloads to the feed lot before he discovered that the carload was not up to his expectations. He decided to refuse the car and instead of putting back the two truckloads he had taken out he saved himself the hauling expense by buying two truckloads from the local elevator and refilling the car as before with the full weight of corn. The corn he put back was admittedly of better quality.

The corn was sold as No. 3 on the original inspection certificates, but after having been re-filled by the feeder and diverted to another terminal market it was graded No. 2, whether because the feeder had fooled the inspection department by spreading the good corn on top or thru negligence in probing for the sample I do not know. The corn was resold as No. 2 on the terminal inspection certificate, but on arrival at final destination was discovered before unloading to be hot, sour and rotting. The last buyer refused the car and it was abandoned to the railroad company, altho he had paid draft. Who stands the loss, the inspection department, the railroad company, the seller or the buyer?—F. H. Perkins.

Ans.: As there is no way to prove that the sampler was negligent the sampler and inspector can not be held. In their defense they may successfully allege that the car was so loaded as to deceive them.

The railroad company can not be held on account of the car going out of condition in transit, its defense being that the souring of the corn was due to "inherent vice," having been out of condition at the time of reshipment.

The seller can not be held if he sold on the inspection certificate, without any guaranty that the corn would arrive cool and sweet. Apparently the buyer must stand the loss.

RIO SANTIAGO, CHILE.—A Hess drier and cooler of 12,000 bushels capacity will be installed in the Rio Santiago Elevator. This is the 14th drier shipped to Argentina during the past 18 months.

Improved Facilities for Mixing and Blending

In the early days of the grain trade when the farmers' surplus grain products first began to work their way into commercial channels, each kind of grain was sold by kind just as it had been handled through ages of barter; but as many different farmers began to produce a surplus and to send that surplus to a common market, it became apparent that different lots varied sufficiently in quality to justify a difference in price. Out of that recognized variation in quality and the difficulty of getting buyers and sellers together so as to agree upon a price for each lot of grain, classifying grain by trade became necessary. Way back in the fifties the Chicago Board of Trade drafted rules for the grading of grain. With each period of high prices came greater exactness in the grading of grain and for over fifty years the trade depended upon rubber neck terms like "reasonably dry," "reasonably clean," to guide the inspectors and appeals committees in the classifying of grain.

Long after the State of Illinois took over the grading of grain "reasonably" was the principal descriptive qualification and limitation of the rules governing the grading of grain in the first state to attempt grading.

When the Federal government took over the grading of grain, all rules were drawn on exact percentages and still the grading is no more satisfactory to the trade at large than it was in the days when all inspectors depended primarily upon the sense of touch, smell and sight to classify the sample. The supervising inspectors controlled the rules and the grading and they were guided largely by experience and judgment.

The increase in the number of grades of grain and the many rules governing the classification of grain into grades has made the work of the mixer and the blender more difficult than ever.

Each new transfer and cleaning elevator erected since the beginning of this century has represented some advanced ideas that were very attractive to the elevator operator who depended upon mixing and blending for profits.

Many mechanical devices have been invented to facilitate the mixing of grain from different bins. The most satisfactory method yet evolved for mixing grain from different bins of a storage elevator is to provide each row of bins with a shipping belt so that each or all of the bins spouted to a belt can contribute to its load as much or as little as the operator may desire.

In the new Katy elevator at Kansas City the bins are arranged in three rows of fourteen bins each, and under each row of cylindrical bins runs a 36-inch rubber shipping belt. Each of the shipping belts can deliver grain to either or both of the large capacity legs in the working house, so that if the superintendent so desired he could with ease mix grain from each one of the forty-two large storage bins and the 26 interstice bins at one time. By the time the grain from any bin was dumped into the elevator boot along with grain from every other bin or any single bin, it would be mixed, but when elevated, dropped into the garner and turned back to the storage bins or loaded out into a car, it would be thoroughly mixed.

In this particular house grain from any of the bins in the working house can also be spouted direct to the boot of either or both legs and thus a thorough mixing be given to grain from every bin the house with grain from any other bin.

In the early days of terminal storage elevators their construction, arrangement and equipment all contributed to the limitation of operations. In other words it was difficult to do more than one thing at a time. The first

departure from the old style uphouse which permitted the spouting of all grain from the elevator heads direct to the bins was the Chase elevator, a wooden house which was designed to deliver grain to storage bins with a single receiving belt and to ship it on one small belt running underneath the storage bins, all being hopped to the middle. With such equipment it was very difficult to mix grain from one bin with grain from another bin, hence we find that the early development of the storage elevator was accompanied by inventions of especially arranged spouting for mixing grain from different bins. Later terminal elevators were arranged especially to overcome this difficulty.

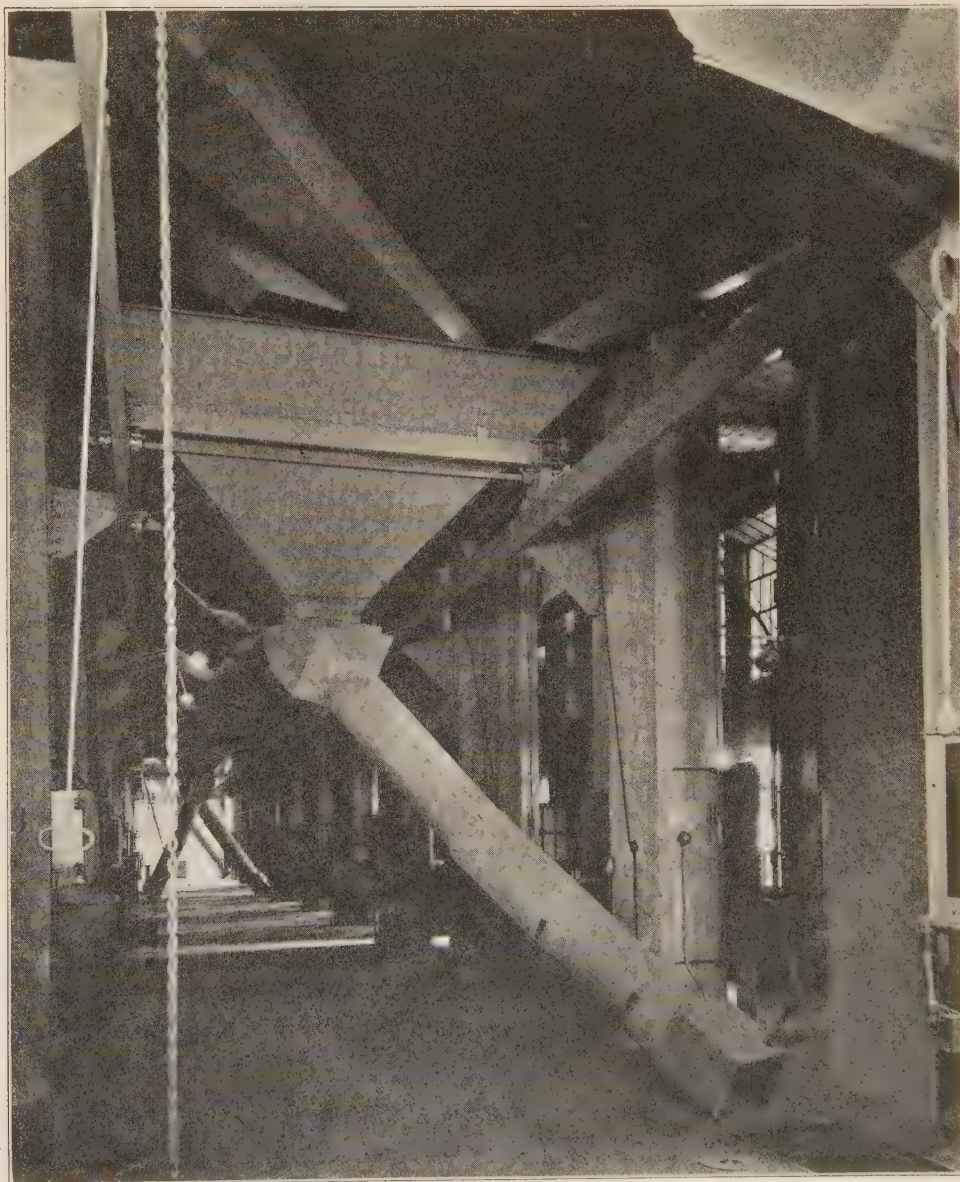
The Rock Island terminal elevator at Fort Worth, Texas, which was completed about twenty-six years ago, was equipped with a spout leading from every bin to a large mixing trough on the first floor, the grain being removed from the trough by means of a screw conveyor. The mixing capacity of this equipment was so small that it was never satisfactory.

None of the many mechanical devices which

have been invented to facilitate the mixing of grain from different bins have survived long usage principally because the elevator operators have found the regular shipping conveyor of large capacity the most satisfactory aid in mixing grain from different bins of a storage elevator.

In most storage houses each row of large bins is provided with a large rubber shipping belt immediately under bin outlets so that one or all of the bins in that row can spout direct to the belt and contribute to its load as much or as little grain as the operator may desire.

In some of the modern storage elevators having bins of 10 to 15 feet in diameter, two shipping belts are placed near to the point of contact of adjoining rows of tanks so that grain from either row and from the interstice bins may be spouted direct to either one or the other of the shipping belts by means of the double bin spouts illustrated on the outside front cover page. These bin spouts are provided with switch valves so as to divert grain from the tanks of either row to either of the shipping belts below. With bin spouts of this character grain can be spouted from bins in the same row to two different shipping belts at one and the same time. The view of these bin spouts and belt loaders illustrated herewith is from a photograph of the basement of the Northern Central elevator at Baltimore. It, like the Katy elevator, was designed and erected by James Stewart & Co.



One of the Seven Portable Transfer and Mixing Hoppers in the Commodious First Story of the Northern Central Elevator at Baltimore, Md. [See also front cover page.]

This equipment of bin spouts and belt loaders not only gives greater flexibility in shipping out grain, but also makes it possible for the alert superintendent to mix and blend his grain with ease because with this spouting he can load grain from many more bins on to either of two shipping belts and deliver the mixture to the boots of both or of either leg, and in the case of the Northern Central, the mixture can be delivered to a reversible cross conveyor belt and dropped to other legs.

Few work houses are of such dimensions as to permit the spouting of grain from all its bins to each of its boots. Other work houses having their bins arranged in the form of a parallelogram must depend upon shipping belts for mixing or else install mixing hoppers as is illustrated herewith by a view of the working floor of the Northern Central Elevator at Baltimore. These hoppers travel on an overhead track extending full length of working house. In that house are seven of these portable hoppers which receive grain from any of sixteen bins immediately above and divert the mixed product to any one of five legs below or to either of two reversible longitudinal conveyor belts in basement, which can deliver the mixture to any leg in the house.

The higher the ceiling of the working story the greater the facility with which operators can mix grain from the different bins by spouting to hoppers and boots. While spouting the contents from various bins into the same hopper with other grain gives very satisfactory results, the trained blender greatly prefers the shipping belt under the long rows of storage bins because it is easier for him to observe the actual results attained and to change the mixture easily and quickly.

In markets handling wheat on the basis of protein content, more attention is given to the chemical analysis of each bin's contents than to the physical characteristics of the grain. While many millers scoff at buying wheat on the basis of protein content, still those very scoffers give way to custom and buy wheat as it is offered when they need it.

Blending all grains except wheat is a comparatively easy matter with the trained mixer. Before the day of Mr. Volstead, when most of our barley was used in the production of beer, the satisfactory blending of barley was just as difficult as is the blending of wheat sold on the basis of protein content today. The successful wheat blender in a market depending upon the protein test for milling value is today the prized employe of every elevator operator.

IN SPITE of the London agreement of 1914, receivers will refuse to accept Bs/L containing the new strike clause, according to a cable from the London Corn Trade Ass'n.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Washington, D. C., May 17.—Canada's winter wheat area is now estimated at 731,000 acres, compared with 815,700 acres harvested last year. It is estimated that there are 36,000 acres less than the estimated acreage planted last fall, which indicates an abandonment of nearly 5%. Condition of the crop is reported at 99% for the 10-year average. Spring is late thruout the country. Planting is behind in some of the important provinces. Most of the provinces have only partially completed seeding of spring wheat. Quebec and the Atlantic provinces had not begun seeding by May 1.—U. S. Department of Agriculture.

ILLINOIS.

Denver, Ill., May 20.—Growing wheat is in fair condition, but oats are doing poorly.—Denver Co-operative Elevator Co.

Macon, Ill., May 12.—Farmers are all busy planting corn and will have a large acreage this year. Oats are looking well. Half of the original acreage of wheat is in good condition, 25% poor, and 25% will be plowed up and put to corn. Farmers are able to get all the help they need.—J. S. Guthridge, Mgr. Macon Grain Co.

Springfield, Ill., May 21.—Corn planting has progressed satisfactorily; that planted early is coming up slowly. Oats are somewhat backward, but doing well. Wheat has improved somewhat, but continues poor over the southern part of the state.—W. F. Feldwish, U. S. department of agriculture.

Springfield, Ill., May 15.—Illinois crops have grown slowly this month. The temperatures have ranged below normal, and moisture conditions are generally spotted. Farm work has progressed fairly well, the amount done being nearly normal. Winter wheat has shown some improvement but large numbers of fields are very patchy in appearance. Abandoned sections are being planted to oats, corn and soybeans. The condition of rye is about normal. The growing oats show a good stand and color in most areas, and an increased acreage of them is expected. Preparation for corn has advanced well. About 25% of the state crop has been planted. Some of it is up but warmer weather is needed for good growth. Increased acreage is indicated. Alfalfa, clover, and pastures are short and not in the best of condition. In the southern counties considerable acreage is sown to cotton. The soybean acreage promises a substantial increase.—O. L. Dawson, ass't agricultural statistician.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.													
	May 10.	May 12.	May 13.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 21.	May 22.	May 23.
Chicago	103	104	104½	104½	104½	104½	104½	104½	104½	105½	105½	105½	105½
Kansas City	95¾	95¾	96¼	96¼	96¼	96¼	97	97¼	97¾	97¾	98	98¾	98¾
St. Louis	103¾	103¾	104	104½	104½	104½	104¾	105¾	105½	105½	106	106½	106½
Minneapolis	112¼	111½	112½	112½	112	112¾	112¾	112¾	112	112½	111¾	113¾	113¾
Duluth (durum)	114	115	116	114½	114½	117½	117½	116½	114¼	114¼	114	114½	114½
Winnipeg	102½	101½	102	102½	102½	103½	103¾	103¾	104¼	105½	105¾	107½	107½
Milwaukee	103¾	104	104½	104½	106½	106½	106½	106½	106½	107½	107½	107½	108½
MAY CORN.													
Chicago	76½	75¾	76	76½	75½	76½	76½	78	77½	77¾	78½	78½	78
Kansas City	70½	69¾	69¾	70¾	69½	69¾	69¾	70¾	71½	71½	72	71¾	71¾
St. Louis	77¼	76¾	76½	76½	75¾	76	76	78½	77¾	78	78½	78¼	78
Milwaukee	76½	75¾	75¾	76½	75¾	75¾	76½	77½	77½	78	78½	78½	78
MAY OATS.													
Chicago	46½	46½	46¾	46½	46¾	47	47½	47	47½	47½	47½	46¾	46½
Kansas City	47¼	47	47	47	46¾	47	47	47	47	47	47	47	47
Minneapolis	43¾	43	43¾	43¾	43¾	43¾	43¾	43¾	43¾	43¾	43¾	43¾	44½
Winnipeg	38½	38	38½	38½	38½	39	39¾	39¼	39½	39¾	39¾	40½	40½
Milwaukee	46½	46½	46¾	46½	46¾	46¾	47½	47½	47	47½	47½	46¾	44½
MAY RYE.													
Chicago	64¾	64¾	65	64¾	64¾	65	65½	65½	65½	65¾	67¼	67¾	67¾
Minneapolis	59	58¾	59¾	59¾	59¾	60	60	59¾	59	60¾	62½	62½	62½
Duluth	64¾	64¾	64¾	64¾	64¾	64¾	65	64¾	64¾	65¾	67½	66¾	68
Winnipeg	64¾	64½	64¾	65½	65½	65½	65	65½	65½	65½	67½	68
MAY BARLEY.													
Minneapolis	70	68½	69	69½	68½	68½	68½	68½	68	68	68½	68½	68½
Winnipeg	63¼	62½	63½	63¾	64½	67	64¼	63¾	64½	64¼	64½	64½

INDIANA.

Hamlet, Ind., May 16.—Small grain looks fairly good around here.—Arndt Weinkauff Grain Co.

Lowell, Ind., May 5.—Wheat is somewhat spotted and some is being plowed up for corn.—Belshaw Farmers & Gleaners Elevator Co.

Indianapolis, Ind., May 17.—Precipitation has frequently delayed outdoor work during the month and weather conditions have been unfavorable. Temperatures have been somewhat below normal. Corn planting is progressing very slowly and many fields are yet to be prepared. Wheat and rye are making fair progress and in the southern part of the state, some fields are heading out. Conditions have been favorable for growth and there have been few reports of insect pests. Oats and barley have been making good progress. Pastures are looking exceptionally good.—G. C. Bryant, agricultural statistician.

Indianapolis, Ind., May 12.—About 183,000 acres, or 9% of the acreage of winter wheat in Indiana will be abandoned, according to reports up to May 1. That leaves 1,845,000 acres for harvest, which are 78% normal, and should produce 25,904,000 bushels. Winter-killing was the chief cause of abandonment, which in some southern counties, ran as high as 40%. Considerable damage was done to plants in low places in the northern part of the state, by ice covering during the later part of the winter. The season so far has been quite unfavorable for preparing fields for spring crops and this work is somewhat behind. Only about 57% had been completed and 47% of the planting had been done up to May 1. Oats and barley are the principal crops that work has been done on.—Indiana Legislative Reference Bureau.

IOWA.

Wittmore, Ia., May 21.—Corn is nearly all planted, but is coming up very slowly on account of the extremely cold weather.—O. J. Kaschmitter.

KANSAS.

Garden City, Kan., May 15.—Excellent crop prospects prevail in this vicinity.—Kisner Elevator Co.

Wichita, Kan., May 14.—Wheat prospects over this territory are continuing excellent.—Star Engineering Co.

Hazelton, Kan., May 16.—Wheat is in fair to good condition. Very little of the acreage has been abandoned.—Bowersock Mill & Elevator Co.

Colony, Kan., May 11.—There is almost no acreage planted to wheat. Corn and oat acreages have been materially increased.—Colony Elevator Co.

Norwich, Kan., May 15.—Early sown wheat has good growth and color but late sown wheat is spindly and shows poor color. Chinch bugs are in many fields.—Bartlett Bros. Grain Co.

Delia, Kan., May 17.—Wheat acreage has been reduced 25%. The condition is poor and deteriorating daily because of chinch bugs. Corn acreage is the same as last year. Oat acreage has been increased 50%.—H. R. Miller.

Parson, Kan., May 19.—Wheat prospects are very poor. Corn is standing well and has been worked over 1 and 2 times. Oats and alfalfa looks fine and prairie hay is in good condition.—McAleer Mill & Elevator Co.

MINNESOTA.

Gaylord, Minn., May 14.—Grain is in No. 1 condition.—Geib Elevator Co.

Minneapolis, Minn., May 21.—Favorable conditions for farm work are reported from nearly every point in the Northwest. The weather has been cool, with little precipitation, tho, except for a few localities in Montana, there is sufficient moisture for the present. Wheat and coarse grain continues to show a satisfactory condition and corn planting is general in southern Minnesota and South Dakota. Half the contemplated flax acreage is seeded and is showing a good stand. The acreage of both flax and corn will show a large increase over last year.—Van Dusen Harrington Co.

NORTH DAKOTA.

Alfred, N. D., May 13.—Farmers are about thru seeding grain and will be planting corn in a few days. The damp, cold weather of the past 3 weeks has retarded growth of the wheat which is just coming up.—Frank Boldt.

MISSOURI.

Barnard, Mo., May 19.—The wheat crop looks fairly good but only about 25% of the usual acreage has been sown. Nearly all the corn has been planted but dry weather is making the

stand uneven. The large acreage of oats need rain.—Farmers Elevator Co.

Agency, Mo., May 16.—Wheat in this locality is in bad shape. It is very dry and if we do not have rain soon it will hardly be high enuf to cut. Chinch bugs are active but it is too early to estimate the damage. Present prospects are for ½ the usual crop.—The Agency Elevator & Grain Co.

OKLAHOMA.

Sentinel, Okla., May 16.—Wheat prospects are excellent for a bumper crop. Lots of oats and barley have been sown.—Farmers Co-operative Ass'n.

Duke, Okla., May 21.—Wheat acreage here is about 60% of 1923; condition, 95%. Oats acreage is 50% of last year; condition, 50%.—J. H. Bailey.

Muskogee, Okla., May 21.—Oats acreage here is average but the condition is backward. The wheat acreage is small. Corn acreage is 125% of last year.—E. S. Bouldin.

Spearman, Okla., May 21.—Our wheat acreage is only about 60% of normal. Barley and oats acreages have been greatly increased and stand good. We will need more rain but prospects at present are good.—W. L. M.

Frederick, Okla., May 9.—We have a very fine promise of a good yield of wheat and oats this year. Wheat acreage has been cut 20% from normal.—G. G. Black.

Chicago, Ill., May 15.—Warm growing weather has prevailed in Oklahoma during the past two weeks. Present prospects give promise of a "bumper" wheat crop. The condition is reported at 90% of normal, compared with 83% last year. The acreage is estimated at 3,332,000 acres and the yield at 44,847,000 bushels. Rye is reported to be 92% of normal with the estimated acreage of 36,400 and the estimated yield of 469,700 bushels. Condition of oats is 83%—growing having been retarded somewhat by lack of sunshine. The corn acreage is expected to be increased. Corn planting is completed in the southern and central portions and is rapidly progressing in the northern parts of the state. Cotton is in fair condition.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

Oklahoma City, Okla., May 8.—The winter wheat area in Oklahoma, to be harvested this season, was 3,307,000 acres on May 1. This is 2%, or 67,000 acres less than was planted last fall and 7,000 acres more than the area harvested last season. The condition of the crop was 91%, compared with 87% on Apr. 1. This is indicative of a yield of 13.4 bus. per acre, considering average conditions as being prevalent hereafter, or approximately 44,238,000 bus. for the total acreage. Weather has been favorable during the winter and spring with abundant precipitation and little damage to the crop by frosts and freezes. No insect or disease

damage has been reported. The average condition of rye was 89% on May 1, which forecasts a production of about 461,000 bus. Oats condition was reported at 83% with favorable weather conditions. Barley has shown normal growth. Spring work is nearly normal, and there is plenty of farm labor to be had.—C. H. Robinson, federal statistician.

Oklahoma City, Okla., May 20.—The estimated area of winter wheat to be harvested in Oklahoma this year is 3,307,000 acres. The expected yield per acre is approximately 13.4 bus. per acre. On the estimated acreage to be harvested, 13.4 bus. would produce 44,238,000 bus., or nearly 22% more than last year's production; 41% more than in 1922 and only 5.9% less than the average production of the past five years. The average harvested acreage of the past five years was 3,697,000 acres. This brings out a very favorable comparison, namely: that while this year's acreage is 10.5% less than the 5 year average, production is only 5.9% less than the 5 year average production. Compared with last year's production, conditions are even more favorable. We planted 8% less acreage last fall but will harvest an acreage as large as last year's and will get a production 22% greater. The cost of breaking the land and sowing is proportional to the acreage, therefore, the cost per acre of producing wheat up to time of harvest begins is 8% less than last year. The expense of harvesting, threshing and hauling wheat is greater for large yields than it is for small yields, but only slightly larger. Ignoring this slight increase in cost of production and assuming that the price of wheat will be the same as last year, the farmers will get on an average nearly 30% more per acre this year than last year. Statistically, Oklahoma holds an enviable position this year. From present indications she will only be exceeded by Kansas and Nebraska in winter wheat production. The condition of winter wheat in Oklahoma on May 1, was 91%, or 5 points above the 10-year State average; nearly 5 points above the United States 10-year average and 6 points above the United States average on May 1 this year.—C. H. Robinson, agricultural statistician, U. S. department of agriculture.

TEXAS.

Winters, Tex., May 12.—The condition of the grain in these parts is extra good at this time. Harvesting will commence about June 15.—C. L. Green Milling & Grain Co.

Pampa, Tex., May 23.—Wheat acreage here is 65% of normal; condition 90%. Oats and barley acreage is 100%; condition 90%.—L. C. McMurry.

Comanche, Tex., May 21.—The grain yield this year will not be as great as usual on account of more land being planted to cotton. Harvesting will begin about the first of June.—G. W. Jessup, Agt. Frisco Lines.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Whitemore, Ia., May 21.—About 20% of the corn is back on the farms.—O. J. Kaschmitter.

Hamlet, Ind., May 16.—Practically all the grain is in for this season.—Arndt Weinkauff Grain Co.

Sentinel, Okla., May 16.—The outlook for a good business this season is excellent.—Farmers Co-operative Ass'n.

Denver, Ill., May 20.—Practically all the grain has been shipped out of here.—Denver Co-operative Elevator Co.

Alfred, N. D., May 13.—Grain is about all out of the farmers' hands, tho a little wheat, which was left over from seeding, still remains to be brot in.—Frank Boldt.

Macon, Ill., May 12.—About 600 bushels of seed corn have been shipped in here so farmers are prepared for a good crop. A hard road is being built thru this section.—Macon Grain Co.

Winters, Tex., May 12.—Owing to the increased cotton acreage it is doubtful if we will ship over 50 cars of grain this year, tho in good many years we have averaged between 800 and 1,000 cars.—C. L. Green Milling & Grain Co.

Mid-Month Crop Report.

Washington, D. C., May 19.—Cold weather has generally caused delay in farm work and crop development. Tho a few states are up to the usual the season was from 1 to 4 weeks late on May 1 in most areas.

Preparation of the land for corn and the planting of that crop is late in most areas due to continued cold and, in many cases, wet weather. In several states much replanting has been done. Germination and growth have been slow, tho where the plant is up the stands are usually good. A larger acreage generally is indicated as much land intended for other crops will be planted to corn, weather conditions having prevented the seeding of other crops.

Winter wheat and rye have been making slow growth, tho the condition of the crops has improved of late. The plant needs warmer weather and sunshine. Sufficient moisture is to be found in most of the belt. Fall sown oats in southern areas are poor and will give a short crop due to winter-killing.

Seeding of spring grains, tho much delayed, is making progress. Some early seedings of spring wheat and oats have failed to germinate. Where up all grains are looking well.—U. S. department of agriculture, bureau of agricultural economics.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 5, 6, American Feed Manufacturers Ass'n, at Chicago.

June 12, 13, 14, Southern Seedsmen's Ass'n at Atlanta, Ga.

June 13, Iowa Seed Dealers Ass'n, at Des Moines, Ia.

June 16, 17, Wholesale Grass Seed Dealers Ass'n at Chicago.

June 18, 19, Ohio Grain Dealers Ass'n, at Lima, O.

June 18, 20, American Seed Trade Ass'n at Chicago.

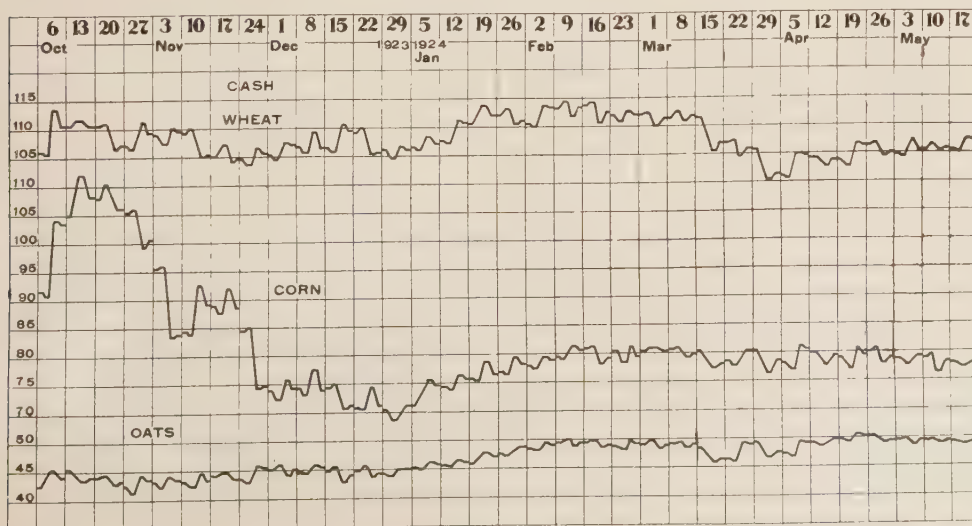
June 20, 21, Northwestern Grain Dealers Ass'n at Glacier National Park, Mont.

July 1, 2, 3, National Hay Ass'n at Cedar Point, O.

Sept. 22-23-24, Grain Dealers National Ass'n at Cincinnati, O.

Cash Wheat, Corn and Oats Fluctuations from Oct. 1 to May 17.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Kansas Association Celebrates 27th Anniversary at Kansas City

The first session of the 27th annual meeting of the Kansas Grain Dealers Ass'n was called to order in the Coates House, Kansas City, by President Willis Pereau of Moran.

Wm. Murphy led the audience in singing America.

Allen Logan, President of the Board of Trade, welcomed the dealers and commended the Ass'n for its splendid co-operation in working for the common interests of all grain dealers. The best we have is always at your service and we want you to call on us at any and all times.

H. L. Shellenberger, Geneseo, responded and assured the Kansas City hosts that the shippers were glad of their membership in the Ass'n and doubly glad that it was meeting in Kansas City. The trouble is we have too many elevators. At one station shipping about 200,000 bus. per year we operate one of the five elevators when we know that we cannot make expenses buying grain. For one I am content to handle wheat for the pool at 4 cts. a bushel, which is more than we usually make. I am unable to understand how any sane grain grower could be induced to sign a contract to pool their wheat for 5 years.

W. C. Goffe for the Board of Trade announced an entertainment and banquet for all and an auto ride for the ladies with a luncheon at one of the country clubs.

Pres. Pereau: I am sure you are glad you are a member of the Kansas Grain Dealers Ass'n and glad to be here today. We need the Ass'n more today than ever.

Your Sec'y has worked harder the past year than ever and I know you will be glad to hear from him.

Sec'y E. J. Smiley read his annual report from which we take the following:

Secretary's Annual Report.

I believe the thought uppermost in the mind of every grain dealer today is, "What can I do to be saved from further loss and ultimate bankruptcy?"

I believe that, with few exceptions, the ledgers of the entire grain trade of the Southwest shows losses for the year 1923. This also applies to the terminal dealers of the Southwest. As evidence of this fact, we refer to our own membership. Ten brokers and receivers in Kansas, nineteen cooperative concerns, 27 independent concerns, or a total of 56 individuals and firms who were members have discontinued business since Jan. 1, 1923.

I believe this is because there are too many brokers and receivers, and too many elevators for the volume of business. A number of towns in the Kansas wheat belt have 3 to 6 elevators, where 2 to 3 could easily handle the business. The principal reason for this condition is that grain is handled on such a small margin of profit that when the fixed charges are deducted, the business shows a loss.

I believe that the average elevator operator is the most optimistic man on earth. Many of them know at the time of making purchase that the grain they have purchased will show a loss, or at least no profit, but they hope for an advance in the market. Should you ask them, "Why did you purchase the grain at the price paid?" Whether they admit it or not, they bought it to prevent their competitor getting it.

It is our judgment that the grain trade must adopt new and different methods from those in vogue. As the business is conducted today, the majority of elevator operators purchase grain direct from the farmer, of different test weight, and grade, and protein content and load it out as they receive it. Through this method, the terminal elevator receives the profit of blending and mixing the different grades. In order to secure the profit, country elevator operators must equip their houses with the proper machinery for blending and mixing the different grades of wheat.

Every country elevator should be equipped with an oat clipper, and with the necessary machinery installed in country elevators. There is no reason why any country elevator owner and operator should ship out light test wheat, if sound. I know of a very few operators, that have adopted these methods, and they are proving profitable.

In practically every section of the state, the demand for feeding stuffs is greater than the supply. By installing a hammer or attrition mill, all of your refuse from the clipper and cleaner can be made into feed and disposed of at a profit. As you know, mill feed has commanded high prices during the past year on account of the mills only operating part time. The demand for mill feeds, bran, and shorts during the greater part of the year has been greater than the supply and very high prices prevailed, considering the price of wheat.

If you expect to continue in business, you must first consider the COST of doing business. We have lately received a report from the U. S. Depart. of Agri., Bureau of Agriculture Economics, showing the costs and margins in the marketing of Kansas wheat for the year 1921-22. Tabulation of the data covers 40 elevators situated in ten counties in north-central Kansas. This report shows the number of bushels handled at each point. The operating margin per bushel, operating cost per bushel and the net operating results per bushel.

	Bushels sold.	Operating margin per bu. Cents.	Operating cost per bu. Cents.	Net operating results per bu. Cents.
1...	17,442	1.35	6.86	-5.51
2...	21,870	5.94	6.24	-0.30
3...	23,379	-0.15	6.73	-6.88
4...	27,138	-2.05	6.42	-4.37
5...	32,072	2.60	6.85	-4.25
6...	35,683	7.76	5.70	2.06
7...	36,770	9.58	4.20	5.38
8...	37,446	-0.85	6.49	-7.34
9...	37,570	3.90	4.71	-0.81
10...	38,566	5.04	7.42	-2.38
11...	38,789	3.37	4.55	-1.18
12...	43,830	5.91	5.22	0.69
13...	45,370	4.07	3.98	0.09
14...	48,801	9.21	6.27	2.94
15...	48,831	4.71	3.74	0.97
16...	51,476	7.94	4.44	3.50
17...	50,793	7.02	5.00	2.02
18...	52,112	0.94	4.29	-3.35
19...	53,084	0.48	5.21	-4.73
20...	57,032	9.02	6.70	2.32
21...	64,934	9.59	6.09	3.50
22...	61,865	11.69	5.02	6.67
23...	67,457	-0.26	4.47	-4.73
24...	71,635	2.40	4.13	-1.73
25...	69,557	1.27	2.62	-1.35
26...	73,226	4.53	4.76	-0.23
27...	75,955	5.78	6.25	-0.47
28...	75,599	6.45	6.10	0.36
29...	71,177	-1.33	3.70	-5.03
30...	87,465	-0.1	3.99	-4.00
31...	87,608	6.06	3.72	2.34
32...	88,925	4.88	3.48	1.40
33...	98,069	3.88	4.58	-0.70
34...	101,563	7.10	5.95	1.15
35...	108,437	4.63	4.01	0.62
36...	106,909	1.19	5.47	-4.28
37...	118,023	2.71	2.71	0.00
38...	141,182	3.21	5.33	-3.12
39...	173,166	8.27	2.81	5.46
40...	247,943	0.48	1.90	-1.42
Avg.		4.10	4.37	-0.27
- Loss.				

The average operating margin per bushel, according to this report, is 4.10 cents and the average operating cost per bushel is 4.37 or an operating loss of 0.27 per bushel. Elevator No. 39 handled 173,166 bushels and showed a net profit of 5.46 per bushel, while elevator No. 40, handling 247,943 bushels, showed a net loss of 1.42 per bushel. The operating margin of the elevator handling 173,166 was 8.27 while the elevator handling 247,943 bushels attempted to handle on an operating margin of less than 1/2c per bushel.

Another table contained in this report shows the cost per bushel of salaries and wages paid, amounted to 2.62 per bushel on the total grain handled; also other operating costs amounted to 1.75 per bushel or a total operating cost of 4.37 per bushel. This does not include depreciation on plant or shrinkage, which amounted to 3/4 of 1%. Gentlemen, this report should give you food for thought and careful consideration.

Service not Appreciated. Elevator owners and operators have handled the 1923 wheat crop without profit, and in many instances, at a loss, yet the wheat farmers show little or no appreciation of the service rendered. Doubtless thousands of farmers know that the elevator companies and individuals realized no profit in handling their 1923 crop. Stockholders in cooperative concerns must know this as few of these concerns declared any dividend and a number must know if they read the annual statements, that in many cases their surplus fund was used to pay operating expenses. Why then this indifference?

The farmers of the southwest have fallen for practically every nefarious scheme that the mind of man could conceive of. First, was the

U. S. Grain Growers, Inc., that collected over six hundred thousand dollars from wheat farmers in the Mississippi and Missouri valleys. Next, the Associated Mill & Elevator Co., Inc., for five million dollars under the Kansas laws and oil companies, glass coffins, and other companies too numerous to mention, and without a single exception, every one of them failed and the subscriber to the stock never received a penny in return. How these companies were permitted to do business in Kansas is a mystery. The law on the statute books of the several states, known as the "Blue Sky Law" was enacted with the intent to bar all of these "get rich quick" schemes. Has it accomplished the purpose for which it was intended? Just the reverse. This law should either be amended so as to provide some protection to the purchaser or be repealed.

Pooling: Last, but not least, the scheme being worked out by Jewish promoters makes all of the other plans proposed, seem insignificant. This is known as the "Great Sapiro" plan, conceived in the minds of Barouch, Meyer, Steen, Sapiro and other well known men of the Jewish tribe, and according to the "Dearborn Independent," they are now attempting to secure control of agriculture. Anyone that has read one of the contracts prepared by the promoters can realize that should they succeed in putting over this scheme, they will have a complete monopoly of the grain business of the United States. This contract binds the producer of the United States to market all of his product for a period of five years, through this organization. Having signed the contract, he will have no voice in determining the price he is to receive for his product, or when he will receive his money.

They have attempted to secure control of at least forty-four million bushels of the Kansas wheat crop for a period of five years. They are attempting to convince the wheat farmers of the great Southwest that if they will give them entire control of their entire production for a period of five years, they will drive out of business, the elevator owner and operator, and with the assistance of the Congress of the United States, they will destroy every organized Board of Trade. They are attempting to convince the producers that if they will turn over to them their all for a period of five years, they will invoke the aid of the congress in establishing the greatest monopoly in the history of the world.

Their paid agents in the different states, where they are attempting to put over this scheme are merely pawns in this great game. The only interest they have in the proposition is for the compensation they receive.

That this plan will fail, is as sure as fate. This is assured by the failure of the California fruit growers; the failure of the Idaho wheat pool; the failure of the great tobacco pool. Little, the promoters of this scheme care for the producer. What they want is control of his product for a period of five years, to enable them to add to their own wealth. We have contended that it was the duty of the bankers, grain dealers and business men to warn the farmer, to make a full investigation of this proposed scheme and if he would do this, he would refuse to have anything to do with it. Unfortunately, for the farmer, many bankers and business men throughout Kansas, Colorado and Nebraska, have given the proposed plan their approval.

What would be the immediate effect on the business of the country if the plan were put over? One of the provisions of this iron-clad contract is that the farmer will not receive more than 60% of the value of his product (the value to be determined by the promoters) at time of delivery and the balance to be paid when sold. They, the promoters to sell when they desire. This would mean that the farmer receiving not to exceed 60% of the value of his product at time of delivery, would be compelled to ask the merchant and banker for an extension of credit until such a time as he received the balance due him on wheat delivered. It is reported that practically all of the bank failures that have occurred during the past two years have been caused by inability of the bankers to realize on past due paper. The merchant has extended credit with the expectation that bills would be paid as soon as the crop was harvested. Farmers and business men are practically in need of ready money to liquidate past due notes and bills and I think you will agree with me that should this proposed plan be put over, it would have tendency to further stagnate business. What possible reason can be assigned for state officials having given this proposed plan their endorsement and lending their assistance to putting it over? Only one: they thought that the proposed plan would be popular with the farmer and would assist in securing his vote at the coming primary and election.

Legislation: Any casual reader of current events must know that this country is fast drifting toward socialism. Many of the bills introduced in Congress at this session would add to our class legislation. I refer particularly to the McNary-Haugen bill, and to the Norris-Sinclair bill. Both of these measures propose a fixed, or established price on farm products, especially wheat. The McNary-Haugen bill provides for a commission of five

men with a fixed salary, a large number of employees, to take over the grain business of the country. Should this bill be enacted into law, it will be the opening wedge for all kinds of class legislation. In discussing the de-merits of this bill with Congressman Tincher, of our State, he admitted that this was true. The grain producer is guaranteed a fixed price for his product, proposed in this McNary-Haugen bill, and is it not reasonable to assume that the citrus fruit growers will demand of their representatives in Congress that a law be enacted guaranteeing them a fixed price on their product? Where would we stop? What would be the inevitable result? Fifty per cent of the people of the United States would be on the government pay roll and taxes would be collected from the remaining population.

We are credited with being the richest nation in the world, having over 70% of the gold in our possession. In face of this fact, the total taxes paid in the United States in 1922, amounted to \$7,061,000,000. This amounted to 12.1%, or nearly one-eighth of the national income. It meant a tax of \$64.63 on every man, woman and child. Each person had to contribute the income of six and one-fourth weeks to support the government in 1922, as compared with three and one-third weeks before the war; state and local taxes formed more than half (58%) of the taxes. Direct and indirect taxes paid by farmers in 1922 were 16.6% of their income.

The present indebtedness of the United States, January 1st, was approximately thirty-two billion dollars. Do you realize that the greater part of this tax is paid by the consumer? Every manufacturer passes the tax he pays on to the consumer. This, in part, accounts for the material increase the farmer pays for what he is compelled to buy.

Who is it that favors the McNary-Haugen bill? The real farmer does not; neither does the banker, the grain dealer or the miller. As far as we can learn, only the author of the bill, the politician, and the well known group ever present in Washington, that farms the farmer for what they can get out of it, and the politician, to increase the number of government employees.

Dr. Jardine, President of the State Agricultural College, stated, in an address made in Cleveland, May 7th, that if the farmer were let alone by the Congress, and the promoter, he would take care of himself.

Now, what can the grain trade do to benefit the farmer? Would it not be a good idea to have farmers attend our grain meetings? Group meetings will be held in every part of the state during the summer. Why not assist your Secretary in giving these meetings publicity, through your local press, and use your telephone in calling them, and insist upon their attending our meetings? We have nothing to conceal. Take them into your confidence; let them know what it costs to market grain. Let us tell them what you have to contend with in marketing their grain.

Our Association is to be congratulated. While we sustained a net loss of 52 members during the year, our cash balance on hand in bank for fiscal year was \$3,860.46, as compared with \$4,932.27, the previous year. A number of our members are located in the southwestern counties, where the crop was a total failure, and this accounts for the fact that their houses were closed.

I am optimistic of the future of the grain trade. It is a legitimate business. The local elevator is a necessity in every community, more so than a bank. As soon as this spasm passes, and the farmer finds that the proposed schemes and proposed radical legislation has not improved his condition, he will then realize that his local elevator man can be depended upon to market his product more economically than by any plan proposed.

While the future of your business is not promising, bear in mind that the business conditions of this country have in the past been much worse than they are today. I wish to leave the following, by Edgar A. Guest, with you:

"Because it rains when we wish it wouldn't,
Because men do what they often shouldn't,
Because crops fail, and plans go wrong,
Some of us grumble all day long.
But, somehow, in spite of the care and doubt,
It seems at the last, that things work out.

Because we lose where we hoped to gain,
Because we suffer a little pain,
Because we must work, when we'd like to play,
Some of us whimper along life's way.
But, somehow, as day always follows the night,
Most of our troubles work out right."

B. L. Hargis of Kansas City addressed the dealers on National Legislation as Affecting the Grain Trade. His address is given elsewhere in this number.

C. C. Isely of Dodge City told of Antidotes for Fake Farm Cures. He is quoted elsewhere in this number.

A unanimous vote of thanks was tendered Messrs. Hargis and Isely for their able addresses.

Pres. Pereau appointed as a Com'te on Resolutions, C. C. Isely, Dodge City; H. L. Shellenberger, Geneseo, and F. A. Derby, Topeka.

Auditing, E. L. Brown, Chester, Nebr.; C. A. Kalbfleisch, Harlan, Kan., and J. M. Rankin, Cambridge, Nebr.

Sec'y Smiley warned the dealers that they would be arrested if found about the Board of Trade during convention hours.

Adjourned to 9:30 a. m. Thursday.

Thursday Morning Session.

The second session was called to order Thursday morning at 9:45 by Pres. Pereau, who introduced Chief Inspector J. J. Wilson of the Kansas Inspection Dept.

The Chief Inspector gave a description of his protein laboratory apparatus and told of the need of the protein test. He stated that the legislature had taken \$75,000 from the grain inspection fund and placed it in the general fund of the state.

Sec'y Smiley insisted that the money taken belonged to the farmers and grain dealers who paid it and it should be returned to the inspection fund to maintain the inspection service. The state some ten years ago took over the fees collected for inspection of gasoline and the Standard Oil Co. brot suit and the Supreme Court ruled that the fees must be used for the expenses of the oil inspection dept.

Mr. Wilson: I consulted the Attorney General and he refused to bring suit. He maintains the Legislature has power to do as it wishes with the dept. or its funds. I will never increase the grain inspection fees. When our money is all gone, I will close up the dept. and discontinue the service.

C. C. Isely moved that the return of the \$75,000 fees to the inspection fund for the use of the Inspection dept. be taken under consideration by the Board of Directors and that it employ counsel to determine the legal rights of the grain shippers in objecting to being taxed for needs of others in guise of fees to sustain the grain inspection dept.

Mr. Wilson: I assure you that the taking of our surplus subjects us to much embarrassment as we must keep our expenses within the funds at our command. Occasionally when receipts are light over a prolonged period we are compelled to suspend or let go experienced men, and when receipts increase we need more help. Seldom can we re-employ the experienced help we had to discharge so you suffer.

The Supervising Inspector, E. A. Kessler, gave a demonstration of separating the dockage, dividing the sample, using the tester kettle and grading. He stated that the kettle as used in the country generally would give a higher test weight than reported by the dept.

M. Bartlett, Norwich: A dealer who is receiving 100 to 150 loads of wheat a day can not take a sample into his office for testing. He does not have time and if he did the farmers would suspect his motives. In using the tester kettle we always pull it sideways into to grain until its rim is flush with the top of the grain and then fill it with our hands.

M. L. Sudsberry, the head chemist of the Dept., gave a demonstration of the protein test and warned the dealers about "mailed-in" samples, which often were subjected to conditions that reduced the moisture content and thereby increased the percentage of protein. You should always use an air-tight container in mailing in samples.

We can test 36 samples and duplicate at one and the same time. It takes one hour and a half to make a complete protein test. The percentage of protein content can not be determined in any other way.

Poor soil generally produces a thin berry high in protein.

Sec'y Smiley: The attempts of country shippers to sell wheat on the basis of protein content has cost them a lot of money. I wish to ask the Chief Inspector if shippers could mail sealed samples to any of the state inspection offices and get by wire at his own expense the

following day the percentage of protein content?

Mr. Wilson: They can do that.

Sec'y Smiley: Why would it not be well for the grain dealers to advertise that they will give the farmer the full market value according to the protein content? The pool could not do that.

J. W. Pinkerton, Clay Center: Inasmuch as the grain dealers made no money last year how can they do better? My experience with the protein test is most discouraging. I had a test made at home which showed 11.81%. Upon arrival in Kansas City car test showed 11.55%. A resample was called for and tested by the Kansas Inspection Dept. and the S-W Laboratories showing 11.60% and 11.85% respectively. If the chemists can not agree, what will country dealers do? My grain was classy wheat and equal to No. 2.

F. A. Derby, Topeka: I bot a car recently from a shipper on the basis of his protein test which he said was 11.75%. When car reached Topeka it tested 12%. There must be a lot of bunk about these errors. Every station has districts which produce wheat low in protein nearly every year. Buyers must study the territory and the wheat produced.

Mr. Sudsberry: All the protein chemists of Kansas City are working together to bring about uniform results. We confer every two weeks and frequently check one another's work. A recheck should always be made on a new fresh sample because many samples will dry out materially between tests and that will effect an increase in the protein content.

Pres. Pereau: If we raise a normal crop of wheat will not the premium between high and low protein wheat be narrowed materially?

F. A. Derby: I do not think so.

Mr. Campbell, Clay Center: I think if we have a good run of wheat, the premium for high per cent protein grain will be materially reduced.

Thursday Afternoon Session.

The third session was called to order at 2:20 by Pres. Pereau, who introduced F. E. Watkins, Pres. of the Grain Dealers Nat'l Ass'n, who discussed the Present Tendency of Legislation in America. His address will be found elsewhere in this number.

Chas. D. Morris of the Western Railways Com'te on Public Relations in discussing Railroad Legislation spoke against the Howell-Barkley bill. From his address we take the following:

Railroad Legislation.

About one-half the railroads' gross revenues are immediately paid over in wages. Notwithstanding these employees worked, on an average, 564 fewer hours in 1923 than they did in 1916 they received \$720 more in wages for that service. They were actually paid, on an average, \$1,588 in 1923. Had they worked as many hours in 1923 as they did in 1916, their average annual wage would have been \$1,934, against \$868 in 1916.

The cost of the proposed Howell-Barkley Bill would be enormous. It creates official positions, with salaries running from \$4,000 to \$12,000 each, for 49 persons, the aggregate salary bill thus provided for being about \$360,000. Moreover, it leaves the boards it creates free to make their operating expenses whatever they desire. A conservative estimate of this cost is \$1,000,000 a year. And this at a time when the tendency toward increased federal expenses has become alarming, as everyone knows. Men who have been hoping for relief from the staggering burden of taxes are crying out in protest, while the Howell-Barkley Bill is carried forward with a salary list of \$360,000 to take the place of the United States Labor Board whose nine members receive a total of \$90,000 a year.

The issue is plainly drawn between government by the people and government by labor leaders. The railroads are not opposed to group bargaining on the question of wages or in determining upon working rules. The employees of many of them have system organizations, through which their representatives confer with their employers. This method works satisfactorily without the interference of the national labor organizations, which now seek to abolish all unions not affiliated with them. Should the Howell-Barkley Bill become a law the chiefs of the big rail crafts would, in the final analysis, be the sole arbiters in all matters arising between the railroads and their

employees. If such a condition can be brought about with respect to the railroads the next step will be to apply the same rules to all industry.

This bill provides for the abolition of the Railroad Labor Board, which now adjusts differences between the railroads and their employees, and substitutes therefor a complicated and expensive machinery for this work. It creates four boards of adjustment, two of which are to be composed of fourteen members each and two of six members each, one-half of whom are to represent the labor unions and one-half the railroads, the general public being denied representation entirely. One-third of the members of the present railroad board are selected by the president as representatives of the general public and it is this feature of the law that gives the present board its high standing with the people. While it is true that the members of the Board of Mediation and Conciliation, provided for in the new measure, may be selected from among the general public at the discretion of the president, no power whatever is given the board, except to urge the parties in disagreement to get together. In case of failure to accomplish this purpose the board may advise arbitration, although no power is given it to bring about this arbitration.

The present machinery, provided by the Transportation Act of 1920, for the settlement of disagreements between the carriers and their employees, has worked admirably.

A. L. Maltby of Elkhart, Kan., addressed the dealers on the Fallacy of the Pooling Plan. He is quoted extensively elsewhere in this number.

The election of officers resulted in the selection of C. C. Isely of Dodge City, Kan., for President; H. L. Shellenberger of Geneseo, Kan., for Vice-Pres.; E. J. Smiley, Topeka, Sec'y-Treas.

Directors: C. A. Kalbfleisch, Harlan, Kan.; H. B. Wheaton, Hugoton, Kan.; J. M. Rankin, Cambridge, Nebr.

Adjourned to 9:30 Friday.

The Entertainment.

During the banquet Thursday evening the diners were given a real musical treat. A number of musical selections of pleasing merit were rendered by The Merriam-Shawnee School Orchestra and won prolonged applause.

Miss Ruth Davis gave a clarinet solo—Swiss Boy.

Forest Davidson—Darkfaced Specialties.

Harold F. Spencer was in good voice and delighted his hearers, one of his topical songs included the following verses by Wm. Murphy:

Now Mr. Goff is pulling off,
A sketch most all his own,
Some bitter pills, for grain men's ills,
The kind that makes you groan.

No Radio broadcasts this show.
Just trying it out on you,
We'll catch a train or an air plain
If it happens to fall through.

They got a tip, to pay in scrip
Would kill the McNary Bill.
The present trend is get to spend
The two hundred millions still.

If Congress would take a rest,
Grain men would be in fine.
They'd surely kill the McNary Bill
After next election time.

Just look at me and you will see,
From a hard working broker,
That trades in grain are not the same
As playing a game of poker.

Farmer wise has opened his eyes,

Wheat pooling is on the bum
The pooling man just uses that plan
For getting the farmer's mon.

The last part of the entertainment was an amusing burlesque on conditions handicapping the grain producer and the grain trade.

Entitled, A Grain Man's Dream, it pictured a Grain Merchant, weary of the struggle against Government restrictions and regulations, political pot boilers, poolers and scheming agitators, who falls asleep.

The shades which visited him depicted to the great amusement of the audience the idiosyncracies of the various characters and reflected the difficulties under which each is struggling. Even the red devil who carried off many of the favorites and sent them up in smoke won rounds of applause.

The Glue Factory gang from the pits was there in force and after presenting the actors with bouquets of carrots, radishes, onions and beets bombarded them with hen's fruit and made them forget their lines. The trade hits appealed to the dealers so everyone thoroly enjoyed the show. The caste follows:

CHARACTERS.

Grain Merchant.....W. C. Goffe
Farmer.....Wm. Murphy
Co-operative Farmer.....Stephen H. Miller
Kansas Grain Dealer.....T. C. Armstrong
Commission Merchant.....J. J. Kraettli
Pit Trader.....C. F. McCord, Jr.
Politician.....F. C. Hoose
Secretary Smiley.....Tod Sloan
Two Interested Gentlemen.....
.....Henry Lichtig, Gus Stewart
Head Devil.....G. W. Higby
Uncle Sam.....Elliot Love
Some Others.....Harry Schilling, Campbell
Christopher, Wm. Young, Harry Stevenson
Stage Director.....Frank A. Theis
Scenery by.....Herbert E. Poor
Head Usher.....Bill Burns
Entertainment Committee: W. C. Goffe, Chairman,
Wm. Murphy, L. A. Fuller, J. J. Kraettli,
Jas. N. Russell.

Friday Morning Session.

The fourth session was called to order by Pres. Perea at 9:45 Friday morning with a light attendance.

W. B. Lathrop of Kansas City who addressed the dealers on Transportation Problems is quoted elsewhere in this number.

Secy. Smiley: I wish you to understand that thru the cooperation of your Ass'n the Board of Trade and the two inspection depts. you have been saved \$4.25 per car. There is every prospect that the railroads will double the free time for ordering grain receipts to elevators.

The Missouri Grain Inspection Dept. expects to be equipped to make protein tests by July 1st and the Kansas dept. will greatly increase its testing capacity before the new crop starts to move, so grain arrivals will be ready to market earlier each day and fewer cars will be held over until the next day. All will help your shipments to escape the various extra charges for delay in unloading.

Malcolm Bartlett of Norwich, Kan., addressed the dealers on "Is the Grain Business a Crime?" He is quoted elsewhere in this number.

E. J. Smiley read the treasurer's annual report as follows:

FINANCIAL STATEMENT. Receipts.

Balance on hand Jan. 1, 1923.....	\$ 4,932.27
Membership fees and dues.....	6,341.85
Advertising and directories.....	1,115.00
Interest on time deposit.....	100.00
Refund on rent	23.00
	<hr/>
	\$12,512.12

Disbursements:

Supplies	\$ 224.49
Printing	580.15
Rent	461.25
National dues	300.00
Taxes	6.28
Returned drafts	26.00
Telephone	102.48
Postage	204.50
H. L. Shellenberger—traveling ex- pense	9.30
Legislative expense	32.00
Expense annual meeting	37.50
O. Q. Marsh—expense Iowa meeting...	9.53
President's traveling expense.....	12.98
Secretary's traveling expense.....	395.20
Salary account	6,200.00
	<hr/>
	8,651.66

Balance Jan. 1, 1924.....	3,860.46
	<hr/>
	\$12,512.12

The report was approved.

The report of the Auditing Com'te confirming the Treasurer's showing was accepted. M. Bartlett, Chairman of the Arbitration Com'te, reported that the Com'te had but two cases presented to it.

In the case of the Blair Elevator Corpn., Atchison, Kan., Plaintiff vs. Farmers Coop. Business Assn., Oropoque, Kan., the Com'te decided in favor of plaintiff and awarded \$124.

In the case of Plainville Mill & Elev. Co., Plainville, Kans. vs. Baker-Evans Grain Co., Wichita, Kan., \$115.67 was awarded the plaintiff.

The Com'te has no other cases pending.

Sec'y Smiley: Our by-laws provide for our cooperating with the Oklahoma and Texas Ass'n in maintaining a Tri-State Appeals Com'te to which cases between members of the Ass'ns could be appealed. For over two years the Appeals Com'te had no cases to consider. Now we have a case but we have no funds to defray the expense of bringing the Tri-State Com'te together. The fees of the contestants are not sufficient to defray the expenses of the Com'te so the Com'te does not hear the case. Shall we abolish our Tri-State Appeals Com'te and carry our interstate cases to the Appeals Com'te of the National?

R. W. Cox, Elmore, Kan.: I move that our secretary arrange an agreement with the Oklahoma and the Texas Grain Dealers Ass'ns so that hereafter when the fees received from cases appealed to the Tri-State Appeals Com'te are not sufficient to defray the expenses of the Com'te at least one meeting of the Com'te shall be held each year and the deficit apportioned among the Ass'ns.

Carried without opposition.

C. C. Isely, chairman of the Resolutions Com'te, reported the following which was adopted:

Resolutions Adopted.

Our industry being intimately related to agriculture, farm distress is immediately reflected in similar distress thruout all branches of the grain trade and allied industries. An en-



Some of the Dealers at Annual Convention of Kansas Grain Dealers Ass'n at Kansas City, Mo., May 15, 1924.

lightened self-interest dictates to us that we should be concerned in the problems of agriculture. We should also note that individualism and the development of initiative,—those fundamental factors in American life, find their finest development on the farm. A prosperous agriculture is a strong bulwark against Bolshevism. We, therefore, favor any sound measure that would bring relief to agriculture. This cannot be done by legislation that disregards economic law, or that is socialistic. The McNary-Haugen Bill and similar legislation is of this class.

It would require the employment of a vast corps of office holders. Its administration would necessarily be costly, and inefficient. Through subterfuge it is an attempt at price fixing. It would undermine confidence in the Government. It would not bring the farmer the relief promised. Kansas wheat is largely produced for domestic milling. The equalization fee is a tax on the Kansas wheat grower for the benefit of the Oregon-Washington grower, whose wheat must largely be exported.

The McNary-Haugen Bill, with its dumping proviso, recognizes that the trouble with the farmer's market is an upset world condition. The proper solution of this difficulty is an international, economic conference that will do for all Europe, what the Dawes Commission plans for Germany.

The McNary-Haugen Bill will bring nothing but disappointment to those it proposes to benefit. The sum appropriated will be lost to the Treasury. Being revolutionary in its character, it will doubtless be challenged in the Courts. If its advocates really want to help the farmer by Treasury appropriation, let them be bold enough to extend a direct bounty of 25c per bushel to the grower of the current wheat crop, which is the equivalent of the 200 million dollars appropriated. We are utterly opposed to such legislation but the money will then, at least, get to those whom the McNary-Haugen Bill pretends to benefit.

Howell-Barkley Bill: We are opposed to the Howell-Barkley Bill, as there is already a bitter complaint against the existing high freight rates on agricultural commodities. The proposed Howell-Barkley Bill puts additional burdens on the carriers, and if enacted into a law, will defeat the movement for reduced freight rates. This Bill ignores the interest of the public in strikes and wage disputes and attempts to coerce the Farmer Boys who now man all western rail shops into joining labor unions and we trust legislators will not be fooled into supporting it.

Thanks: We express our appreciation of the untiring services of our Secretary, E. J. Smiley, who for twenty-eight years has given untiring service to the interests of the grain trade.

The membership feels indebted to J. J. Shelley, official broadcaster for the Kansas City Board of Trade, for the splendid service in broadcasting the markets.

We are grateful to the members of the Kansas City Board of Trade for their hospitality and especially appreciate their graphic presentation of the service of the grain trade to the producers of the nation and their portrayal of the difficulties in which we are now placed.

PROTEST AGAINST BUREAUCRATICS AND REGULATIONS.

WHEREAS, We as citizens have a personal, direct interest and responsibility in the present tendency in legislative circles, both local and national, toward regulatory measures and bureaucratic control for all business, which tendency ignores well established economic laws and promotes socialistic and un-American theories of government; therefore be it

RESOLVED, That we use our influence and personal franchise as well as our influence as an association of merchants to secure action looking toward the curtailment of bureaucratic activities, relief from the regulatory measures, now in force which hamper business unfairly, and without advantage to our citizen; and a general reduction in the machinery and cost of government, both local, state and national, and to this end, be it further

RESOLVED, That we pledge ourselves and

our support only to such candidates for public office as by their character and public record justify belief that they will assist in accomplishing the results to which we are committed and which we consider essential to the general welfare and future prosperity to this country of ours to which we owe and gladly give our allegiance.

M. Bartlett, Norwich, Kan.: I published in our local newspapers what we had paid each month for No. 3 hard wheat and our average price for the year so the poolers could see just how much they lose by turning their wheat over to the pool. For a long time I stood for their abuse and misrepresentation, but now I resent their false charges and oppose their propaganda.

Adjourned *sine die*.

Convention Notes.

T. N. Waxman represented Lincoln, Neb. J. C. Crouch came from Galveston, Tex. Chicago was represented by M. L. Vehon. Not even a pencil passed; no one gave out souvenirs.

How that banquet and entertainment did draw a crowd.

J. P. Parks, B. Lynch, and Ted Branson came from Salina.

E. R. Welch, E. M. Elkin, G. W. Penney, and W. F. McCullough came up from Wichita.

A. E. Langworthy, F. A. Derby, and C. S. Parker, left Topeka to attend the meeting.

J. C. Dennis of the Howe Scale Co. exhibited tester buckets and dockage scales.

The feeling against the protein test is almost as bitter as it is against the wheat pools.

Puzzling illusion cards were distributed by E. A. Matthews representing the Richardson Scale Co.

Jno. C. and W. O. Brackett represented the Fort Worth Elevators Co., of Fort Worth.

The flowers, vegetables and hen fruit showered upon the actors Thursday evening made some of them forget their lines.

D. L. Boyer, sec'y of the Missouri Grain Dealers Ass'n, Geo. C. Martin, Jr., and C. L. Weekes, came from St. Louis.

A model of the Kewanee Truck Dump and a section of the Kewanee Renewable Bottom Spout was exhibited by B. V. Wells representing Fairbanks, Morse & Co.

It was very evident from the banquet and entertainment Thursday evening that the Board of Trade has forgotten all about the so-called poor business.

THE REGISTRATION was in charge of F. S. Rexford and the Grain Dealers Nat'l Mutual Fire Ins. Co. supplied the identification badges. Of the 270 who registered 149 were country shippers.

C. L. Scholl, of the A. J. Elevator Co.; F. J. Watts, of Gordon Grain Co.; J. W. Dailey, M. H. Norton, I. Updike, D. P. Moore, H. H. Savage, Marshall Bruce, W. M. Huff, C. A. Geiger, and J. R. Schmitt came down from St. Joseph.

Lee Fuller, as a member of the Entertainment Com'te, is very anxious to apprehend the parties guilty of flooding the improvised opera settees at the entertainment. Sworn statements of expenses incurred in drying clothing will be received by the Com'te.

Insurance men present included V. E. Butler, J. T. Peterson, and F. S. Rexford of the western department of the Grain Dealers National Mutual Fire Insurance Co., Omaha, Neb.; and A. F. Koch, Hutchinson, Kan., representing the Western Grain Dealers Mutual Fire Insurance Co., of Des Moines, Ia.

The shippers surely expected a good feed and entertainment Thursday evening. The late arrivals were so numerous many of the Kansas City dealers went downstairs to make room for the 451 banqueters. The entertainment held the entire audience until the last culprit was burned and the curtain rung down.

Machinery, supply trade, and construction men in attendance were: E. A. Mathews, Wichita, Kan., and H. R. Miller, Omaha, Neb., of the Richardson Scale Co.; F. J. Murphy, of the Invincible Grain Cleaner Co.; E. F. Ernest, of the Federal Engineering Co., Topeka, Kan.; B. V. D. Wells, of the Fairbanks-Morse Co., Kansas City, Mo.; J. C. Dennis, manager of the Howe Scale Co., Kansas City, Mo.; J. B. Ruthrauff, of Kansas City, Mo., representing the Huntley Manufacturing Co.; F. S. Harshbarger, Des Moines, Ia.; and W. A. Petteys, Wilcox, Neb.

Missouri shippers present: H. H. Horstman, Alma; W. J. Manning, Atwood; P. C. Pate, Joplin, and Hubert Roach, Bates City, Mo.

Nebraska shippers in attendance included: E. V. Brown, Chester; E. L. Brown, Chester; T. M. Buckridge, Brock; W. C. Cherrington, Daykin; C. M. Clark, Holdredge; W. S. Curry, Arapahoe; A. Kuykendall, Cook; D. C. Hauck, Fairbury; C. E. Hill, Hastings; Milton Leggett, Seymour; B. J. O'Dowd, Hastings; F. G. Olson, Beatrice; J. M. Rankin, Cambridge; C. A. Rogers, McCook; Geo. Scoular, Superior.

Kansas shippers in attendance included: P. N. Allin, Coffeyville; J. E. Andrews, Garden; Malcolm Bartlett, Norwich; J. H. Bickley, Gresham; W. F. Baker, Coldwater; M. E. Boulware, Murdock; E. N. Bailey, Baileyville; W. S. Bolton, Rossville.

C. E. Cook, Louisburg; R. W. Cox, Humboldt; H. Conrad, Lincolnville; V. P. Campbell, Clay Center; Frank Conner, Circleville; T. C. Cook, Valley Falls; R. C. Carleton, Moran; H. M. Crosby, St. Francis; Bruce Carlson, Americus; W. Czarnowsky, Harrington.

F. H. Geiger, Everest; J. D. Grove, Anthony; J. F. Henry, Blakeman; C. Huxtable, Skiddy; H. J. Hauck, Valley Falls; L. M. Hicks, Merriam; W. R. Howell, Marietta; Ed. Helme, Walkerville; L. M. Hicks, Merriam; C. C. Isely, Dodge City.

W. L. Drake, Humboldt; A. J. Davis, Altamont; C. C. Douglas, Goodland; J. C. Dopp, Salina; J. H. Douglas, Rossville; A. L. Flook, Canton; G. E. Fike, Edson; F. C. Foley, Wathena; H. R. Ferguson, Hanover; M. W. Frissell, Bartlett; J. H. Falen, Stafford; B. H. Fessenden, Paola.

Joe Jackson, Beloit; Peter Johnson, Neta-waka; Edgar Johnson, Everest; W. January, Rolla; C. A. Kalbfleisch, Harlan; Geo. E. Liggett, Leavenworth; W. G. Moodie, Wellington; A. J. Miller, Canton; John McManus, Goff; W. H. Morrison, Stockton; O. G. Marsh, Newton; H. R. Miller, Delia; A. R. McAdoo, Bonner Springs.

O. I. Norden, Galva; Jas. O'Toole, Norton; Willis Perea, Moran; J. W. Pinkerton, Clay Center; C. H. Reed; G. B. Ross, Ottawa; W. E. Robertson, Morrill; C. C. Steitz, Otis; B. E. Stratton, Oneida; F. J. Slipsager, Linn; H. L. Shellenberger, Geneva; D. A. Swartzkoff, Bison; J. C. Trimble, Eden; W. T. Voils, Wellington; J. H. Voss, Downs; C. H. Wickham, Anthony; C. T. West, Hartford; H. B. Wheaton, Hugoton.



More of the Dealers at Annual Convention of Kansas Grain Dealers Ass'n at Kansas City, Mo., May 14, 15, 16, 1924.

Oklahoma Dealers Cheerful Over Outlook

Oklahoma City, May 21.—[Special.]—Oklahoma dealers are cheerful over the splendid crop prospects and all are resolved to take a determined stand against socialistic legislation and governmental restriction and regulation of business.

The 250 dealers assembled here to help the Oklahoma Grain Dealers Ass'n celebrate its 27th anniversary are elated over the prospects of a good business.

The 27th annual meeting of the Oklahoma Grain Dealers Ass'n was called to order in the roofgarden of the Skirvin Hotel at 2:30 Tuesday, May 20, by Pres. E. S. Bouldin of Muskogee.

City Attorney Welty welcomed the dealers and congratulated them on getting together to study the pitfalls and to improve their service to the farmers of their section.

Pres. Bouldin in responding said:

President Bouldin's Response.

On behalf of the Oklahoma Grain Dealers Ass'n I want to thank Mr. Welty for the hearty welcome given us. In this city we have always found a welcome. It is largely due to this fact that we continue to come here year after year for our annual conventions.

The membership of this ass'n gathers here from every section of the state. Our neighbors and friends come from adjoining states and meet us here. Our friends from the terminal markets come in and renew their acquaintance with old friends and make new friends.

And to each one Oklahoma City has extended the glad hand and each of us find in Oklahoma City those who would encourage us in every worthy enterprise. We would indeed be ungrateful guests did we not voice our appreciation of the many kindnesses showered upon us.

We who are citizens of the State of Oklahoma feel proud of this great city. Each of us feel that in a measure it belongs to us. No right thinking man could doubt that anything that added to the prosperity of this city would reflect prosperity in a measure to the remotest section of this State.

Every clear thinking man realizes that in the intricate society that exists today, no man lives unto himself. That whatever our business; whatever our trade or profession, our prosperity depends on the prosperity of every other trade and profession.

Knowing this as we do, it seems strange that any man could get a hearing who would array the men of one line of business against the men of another line of business. We have much to be thankful for in Oklahoma. We feel thankful that many of the drastic laws that have threatened us in the last two years have never been written on the statute books of this state. We are thankful for a constitutional government wisely formed by our pioneer citizenship. We are thankful for a judiciary courageous enough to uphold the constitution of the state. We are thankful for a state wide citizenship brave enough that when they find their liberties being usurped, and the resources of the state being wasted and squandered, to set in motion the machinery that will remove the tyrant.

And in the forefront of this great citizenship we find the grain dealers of this state always. They stand with those who would give all men equal opportunities under the law. They stand for special privileges to none. They stand for the right of every man to work, to produce, to carry on the commerce of the country without any unnecessary restrictions.

They stand opposed to the constant increase in Bureaus and Commissions of the state and National Government. They would call a halt to the ever ceaseless efforts of the politicians to find some new plan of extracting taxes.

And we are glad that a large part of our citizenship are becoming aroused over this continual increase in the cost of government. We take it as a good omen that there are now being organized in this state taxpayers' leagues, organizations that will devote some time and some thought to prevent the extravagant and useless waste of public money. We are pleased that these and other organizations are making recommendations that are resulting in the reduction of the costs of maintaining public schools, without lowering the efficiency of the schools, who are investigating every agency which has to do with the distribution of public money.

We hear much these days about farm relief,—relief for the farmer—and yet the greatest relief that could be brought to the farmer would be to give him relief from some of the heavy tax burden he now carries. Farm taxes per acre the whole country over in 1923 aver-

aged about two and one-half times what they were in 1913. And this has reference only to the direct tax he pays. The indirect tax he pays is undoubtedly much more than the direct tax. Not a manufactured article that he buys, not an ounce of food that has been processed or prepared for human or animal consumption but carries an indirect tax. This indirect tax, of course, comes through the taxes paid by the manufacturer and merchant. These taxes of necessity must be considered a part of the cost of doing business and be passed on to the ultimate consumer of the goods.

It has been calculated that every man and woman in the United States contributes on an average one day's earnings or one day's income out of each week for the support of government. And by this is meant National, State and Local Government. And this cost of Government increases each year. Can any sane man think this cost of Government can continue to increase and our present form of Government survive? I believe our people are studying these things as they never have before.

I believe we have learned some good lessons in the last few years of hard times. We have learned to curtail our expenses as individuals, and we are fast learning to demand that public expenses be curtailed. And by these economies and by thrifty habits we have been forced to form in recent times we are laying a foundation for a new prosperity which will surely come to us.

As a rule we are conducting our business in a much safer way than we did a few years ago. I believe there is a place for the efficient grain dealer in every community that grows grain to market. I believe that we will continue to have these grain dealers to perform a service that they perform more economically than it can be done by any other agency. Other systems of handling grain have been tried and will be tried, but in the end the agency that handles the grain in the most efficient and most economical way is the agency that will survive.

This is simply a case of the survival of the fittest. If you are the efficient grain dealer you should be, you will survive and your community will render you the compensation you deserve.

Secy Prouty read the following annual report:

Secretary's Annual Report.

It was in the spring of 1898 that a small band of grain dealers and millers at Kingfisher, at that time the largest local grain market in the world, saw the great need of organization as the only effective means of bringing order out of confusion through co-operative efforts whereby more equitable freight rates and concessions could be secured, and through which more just and fairer grades and weights could be established, and by which satisfactory rules of trade could be formulated and adopted to govern trades.

Your ass'n has now passed its quarter century mark, and the grain dealers of Oklahoma may well point with pride to the many achievements that have thus been secured through the well organized efforts of this Ass'n during the past twenty-five years. The many good things that have been accomplished, have, in fact, been of much greater benefit to producer and consumer, when measured in dollars and cents, than can ever be fully appreciated by the general public. The grain dealer through organized effort, is now and always has been a great public benefactor, in the real meaning of the term, and has done more real good service in this line and with less pay than can be said of any other vocation.

Very few grain men have become "well fixed" as a result of long service in the grain business. The grain trade, not unlike some other lines, has been having a severe struggle to keep its head above water in these most trying times of readjustment. It is a slow and tedious process, and it is continually meeting with new and almost unsurmountable difficulties. Only during the past year have we witnessed certain proposed legislative enactments of the most pernicious type, both State and National, that tend towards Bolshevism, and we are sometimes led to wonder, is our much boasted American freedom safe. What are the guaranteed rights of an American Citizen? Why have not all worthy citizens an equal right in pursuit of life, liberty and happiness?

We have witnessed the passing of many dependable dealers who have succumbed to the inevitable. Old Stand-bys whose honesty and reliability were unquestioned, and who always stood willing and ever ready to espouse fair dealing and honorable treatment among men. The later years have seen far too many tragedies. Why this lament? Since there is no

effect without a cause, there must be some reason. Is the present abnormal condition of the grain trade the direct result of natural cause in accordance with the common and natural law of supply and demand, or is it because of Government and political interference with private business affairs and private interests that should be protected and encouraged, rather than dismantled and destroyed. The life of our Nation depends on success of legitimate business which deserves to be exalted.

Pernicious legislation against certain legitimate classes of business is as harmful and as much to be avoided as purely selfish enactments that are passed for the benefit of certain other special enterprises which have the selfish effect of eliminating those who are following equally legitimate pursuits. Wholesome legislation should be progressive, constructive, or restrictive to all alike. Any special preferment to special classes at the cost, detriment, or destruction of other classes is not conducive of good government, and it lacks the spirit of true American patriotism.

Our State Legislature has been in two active sessions continuing through a period of about six months. As best we could we have tried to keep our members well posted and informed regarding proposed enactments which have to do with the grain and shipping interests of the State.

A very few of these legislative propositions have had good features, but many bad ones were defeated through protests and persistent objections brought through our organized efforts and by our loyal members. This Association occupies a unique place as representing a sound, intelligent, and non-partisan body of business men who have the welfare of the producing and commercial interests of the State at heart. Our members are composed of men of broad and liberal views and unselfish interests. Our policy is, what is good for the most is good for the few, provided we are properly enlightened and correctly informed. We endeavor to put the truth, the whole truth, and nothing but the truth to the general public through our members.

Consequently, our Association is also becoming a reliable source of authentic information of much value, and in a sense, is an educational institution. All this is primarily due to organized effort and co-operation.

Very little could be accomplished were it not for a loyal effort secured by organization such as ours. We have passed through all these years in the utmost harmony of spirit, and we have had the hearty co-operation of all our members towards a common end and with a united purpose for the good of all. We have not been handicapped by jealousies, factions, or internal dissensions so common in other organizations. Thus all glory to our Association. It has stood the supreme test for twenty-five years without a "blowout" or a "puncture." But we find the test of organized effort now greater than ever before. There are so many quacks, impractical theorists, and imposters flooding the country with false propaganda, that we cannot be too mindful nor too diligent in opposing unflatteringly such false theories at every opportunity. The people for their own safety and security must be correctly educated, or they will pay dearly for their ignorance.

The Constitutionality of the Public Warehouse Bill, a pet visionary scheme of some impractical theorists, has been found to be dangerous, quite improper, and illegal, and is so declared by our Oklahoma Supreme Court, and the bill though passed by a boasted State Legislature, is now null and void. The defeat of this measure is due principally to the co-operative efforts of this Association which took the initiative in starting proceedings against its constitutionality, and its defeat has saved this State one and a quarter million dollars.

The farmers are also saved another million and a half, as they would have been induced to subscribe an equal or greater amount in the construction of elevators and warehouses in the different sections of the State. Added to this, is still another incomputable cost and expense that has been saved the State, for who can tell the cost of supervising the construction, maintenance, management, auditing, checking, etc., not saying anything of much extravagance and graft that would also be involved.

The McNary-Haugen Bill now before our United States Congress is another example of intolerable and impracticable legislation proposed that will meet the same fate. To the grain dealers of this Nation, more than to any other set of business men, is due much commendation for showing up in its true light the viciousness and impracticability of such proposed enactments. We must ever be on the alert, ready to act and act quickly whenever necessity or opportunity arises. We cannot afford to be indolent or indifferent concerning matters of so vital importance. The interest of the farmer and producer is also the interest of the grain dealer.

The grain dealer wants to see the farmer raise good crops, and he wants to see him get good prices for what he raises. He wants to see him prosperous. We acknowledge that the prosperity of the whole country depends upon

the prosperity of the farmer and the producer. We do not want to put anything in his way to hinder or obstruct him against a prosperous course; but when it comes to some special or charitable legislative enactment designed to help the farmer and him alone at the cost and expense of his neighbor who is equally deserving of same recompense, then we are compelled to say, unfair, un-American. All should be treated alike and with the same fair consideration.

The Ass'n activities during the year have been largely in the direction of legislation. The car service has been the best ever, however, persistence on the part of the carriers in compromising valid claims as a means of cash settlement, is still in evidence.

Local meetings were held during the past year in a number of sections, however, the fall meetings were dispensed with on account of excessive rains making travel practically impossible. A renewal of this feature of the Ass'n's activities should be taken up prior to the movement of the new crop.

Arbitration has been resorted to in a less degree during the past year than in any previous one. This is brought about largely by a better understanding of the rules and customs which govern the buying and selling of grain, and by the success of your secretary in being able to a greater extent than ever before to settle many cases without the expense of arbitration.

Experience is our best teacher, in fact a large number of the cases which come before our office, are the result of misunderstanding or carelessness in handling contracts. If we would thoroughly understand by a careful reading of the entire matter, and I would emphasize entire, the conditions of the contract to which we are putting our signature, we would avoid a large per cent of future difficulties. These conclusions are the result of our own observation of the claims filed with our office.

Membership: Notwithstanding the unusual conditions which have obtained during the past year, a large per cent of our members has stood loyally by the Ass'n, and while we have been obliged to drop from our list for various reasons, our membership roll at the end of our fiscal year April 30th, 1924, was only less than a year ago.

We are here again today in our Twenty-Seventh Annual Convention, for the purpose of renewing acquaintanceship, interchanging ideas and suggestions, discussing newer and more progressive methods, and planning outlines for more effective and more efficient work for the coming year.

Frank J. Wykoff of Oklahoma City in speaking on the financial situation said, I am glad you have such an efficient organization. Well organized trade ass'ns make for better service and greater efficiency in the line represented. The unselfish trade ass'ns work for the benefit of all and the improvement of trade conditions.

The history of many nations which have gone before emphasizes the danger of our present socialistic tendencies in government. The taxing of those who "can afford to pay" out of proportion to what others are taxed and the attempt to fix prices are steps in government which brot about the downfall of the Roman government.

Our deflation in wheat and flour has been heavy, but owing to the baker's so-called overhead expenses the people are paying just as much for bread as ever. When wages are reduced, the prices of all products will be reduced and the products needed by the farmer will come within his reach.

Our government is made up of the candidates who were successful at the last election, and they do not hesitate in spending all the taxes they can get hold of in an effort to retain their present office or to obtain a better one.

Co-operative marketing has not helped the producers, the promoters seem to be the chief gainers, and I doubt the pools in world wide products like wheat can ever succeed. Even the cotton pools have proved very expensive to the producers.

When you jump on your local bank or help to enact laws to regulate and restrict them you hurt your community and you hurt yourself. Thru legislation and regulation of our railroads many of them were forced into bankruptcy.

Successful men in any community are a helpful asset for all in that community. Our country has been built up by encouraging and protecting the individual. Much of our legislation and governmental regulation has been aimed at the successful individual. We used

to help and encourage thrift in all forms; now all "dollar down, dollar a week" salesmen are doing everything in their power to encourage the people to spend their money before they get it. They are living way beyond their means and counting sure disaster later.

In Washington alone we have over five hundred thousand bureaucrats regulating the rest of us for a living. We pay the bill. If we had a sales tax many of us could economize and reduce our taxes by reducing our expenditures.

In closing, I appeal to you to use your influence to protect and encourage the individual in the employment of his own initiative and enterprise so long as he does not infringe on the rights of his neighbors. [Prolonged applause proved the dealers were heartily in sympathy with Mr. Wykoff's views.]

B. L. Hargis, Kansas City, addressed dealers on the McNary-Haugen bill. His address appears elsewhere in this number.

V. E. Butler, Indianapolis, Ind., read a paper entitled "Looking Forward," which appears elsewhere in this number.

Jule G. Smith, Fort Worth, in discussing export conditions and their effect on grain values, said, I must confess that I have no definite convictions in regard to the export outlook. No doubt the grain we have exported in the past has had a controlling influence on our home values. The absence of demand from abroad has helped to depress the market values of our grain. Threatened legislation has checked speculative buying and selling.

The wisdom of our farmers in continuing to produce on an enormous scale is doubtful. The impetus given our producers of farm products during the war and the self-denial given the city dwellers all continue to contribute to the creation of a surplus and a dull market.

When Europe accepts the recommendations of the Dawes Commission and goes to work, I think we will find a readier market for our surplus foodstuffs.

European crop prospects are less favorable than a year ago and the consumptive demand seems to be increasing, so I believe we have an encouraging outlook for a better export trade.

Carl M. Robinson, U. S. statistician, read a paper on the Oklahoma crop report given in part in "Crop Reports" department of this number.

Pres. Bouldin appointed the following committees:

Resolution Committee: E. M. Flickenger, Oklahoma City, Chairman; Ernst Mashburn, Shawnee; John O'Brien, El Reno; J. H. Thomas, Carnegie; P. L. Bouquet, Woodward. Nomination Committee: R. E. Nelson, Clinton; J. S. Hutchins, Ponca City; U. F. Clemmons, Marshall; W. M. Randels, Enid; D. J. Donohoe, Ponca City.

Adjourned to 10:00 o'clock Wednesday.

The Banquet.

The banquet at Skirvin Hotel on the first night of the convention was enjoyed by over 200 dealers who enthusiastically praised the good work of the Entertainment Com'ite.

After some pleasing and amusing numbers from the Missouri Male Chorus led by F. W. Davidson of Kansas City, Toastmaster Fritz Straughn called upon J. L. McCaull of Minneapolis, who was in good spirits and gave his auditors a stirring address in which he urged them to stand by their business and defend it from all its malicious traducers.

Wm. Murphy told of his disastrous experience as a farmer in Knute Knudson's best Swede dialect.

Other speakers were Fred E. Watkins, president of the National Ass'n; Geo. F. Powell, Will Stanard and John Ballard of St. Louis, Jule G. Smith of Fort Worth, Adolph Kempner of Chicago, Sunny Jim Hutchins of Ponca City and Jno. F. Krntil of Yukon.

Wednesday Morning Session.

The second session was called to order by Pres. Bouldin at 10:45 a. m. Wednesday, who introduced Chas. D. Morris of the Western Railways Com'ite on Public Relations. In the course of his interesting address Mr. Morris said:

If one-tenth part of the proposed railway legislation now before Congress should be enacted into law a majority of our railroads would be forced into bankruptcy.

There have been almost 200 bills aimed at the railroads introduced during the present session, the character of which is designed to further increase the operating expense of the carriers or to put new limitations upon their earning power. These bills attack the railroads from every standpoint and make necessary the most vigorous opposition, if the country is to be saved from the catastrophe of ultimate nationalization of the railroads, if not of all industry. It is, therefore, an imperative need of the hour that all business men—the merchant, the manufacturer and the farmer—unite in a determined effort to arrest the onswEEPing tide of socialism now threatening the nation.

The railroads would like very much to comply with the demand of shippers for lower rates. Their entire energy is being given to the matter of increasing their efficiency with that end in view. So long, however, as their operating costs are needlessly added to by such legislative action as is now contemplated they can accomplish nothing along this line. If the payroll and taxes are to become higher each year, lower operating costs and reduction of rates are out of the question. The average annual wage of railway employes in 1916 was \$892.53, while it was \$1,618.90 last year; railway taxes were \$198 a mile in 1892, \$272 in 1902, \$488 in 1912 and \$1,241 in 1922. Last year railway taxes were \$1,430 a mile, an aggregate of \$336,000,000, and there are indications they will reach \$1,000,000 a day during 1924. In adding to these expenses by unwise and unnecessary laws we but add to the burden of our transportation costs. Nor would these costs be lowered by forcing government ownership, since all experience shows that public operation of industry is more expensive than private.

The question confronting the nation today is whether the government is to be conducted in the interest of all the people or be dictated by labor chiefs and radical politicians in the interest of a class.

The prolonged applause showed that Mr. Morris had the complete sympathy of his audience in his proposed return to sanity.

F. E. Watkins, pres. of the Grain Dealers Nat'l Ass'n, dealt with Legislative Tendencies. His paper will be found elsewhere in this number.

Adjourned to 2 p. m.

Wednesday Afternoon Session.

The third session was called to order by Pres. Bouldin at 2:40. The Treasurer's report was received and adopted as follows:

TREASURER'S REPORT.

Total receipts from all sources.....	\$5,685.57
Expenditures—	
Phones and telegrams.....	\$ 138.55
Office rent and trav.....	346.45
Postage.....	75.00
Printing and stationery.....	94.82
Expense last annual meeting.....	130.75
Received on Sec'y salary.....	4,990.00

	\$5,775.57
Due on back dues.....	\$ 90.00
If collected will balance accounts.	

Approved:

U. T. CLEMONS.

Chairman Auditing Committee.

Chas. Taylor presented the report of the Claim Dept.

E. M. Flickenger, chairman of the Resolutions Com'ite, presented the report of the Com'ite which with the exception of Nos. 1 and 17 were adopted.

Resolutions.

We wish hereby to express our endorsements, recommendations, or protests as follows:

(2) **Against Class Legislation:** We wish to re-emphasize our strongest protest against any class legislation that interferes or conflicts with the constitutional rights of any citizen or class of citizens, or that has for its purpose and effect the granting of some special favor or privilege to one class or sect not enjoyed by another, or that is denied to others who are equally entitled thereto.

(3) **We deprecate any special legislation that interferes or conflicts with, or that seeks Government control of or domination in, the pursuit of ordinary business affairs of common, private, and legitimate character.**

(4) **We are unalterably opposed to any arbitrary price-fixing of staple commodities**

through Government action, for we believe that such proposed legislation, if enacted into law, will eventually destroy all legitimate competition, will cause great business confusion and depression, and inevitably result in panic.

(5) **Reduction in Freight Rates:** We favor and most earnestly recommend a general reduction of freight rates on all agricultural commodities and products, for we believe present rates are much too high, and believe they can be substantially reduced through a more economical management without curtailing seriously a proper return on the capital invested.

(6) **We favor a simplification of Freight Tariffs** so that an average business man of fair intelligence can properly interpret the rates without employing or depending upon the services of some skilled lawyer or well-trained tariff expert to figure them out.

(7) **We are opposed to any change or revision of present tariffs** that will have the effect of increasing rates, but we do favor such changes of rates or routings that will lessen freight charges and broaden shipping facilities to and from or between all sections as supply and demand require.

(8) **We are opposed to certain "freak" rates** and unreasonable arbitrariness that are apparently discriminatory and seemingly inexplicable that appear in Freight Tariffs at times, and we recommend their immediate correction.

As a concrete example we refer to a published through rate on oats from certain points in northern Iowa that applies to Durant, Okla., at 40½c per cwt., but if hauled a distance of 15 miles farther on same road, the rate is 35c per cwt., or 5½c less. Also a through rate on oats from some northern Iowa points is published that applies to certain points just west of Hugo, Okla., and to certain other points just east of Hugo, but it will not apply to Hugo itself, altho directly intermediate on same line. Also there are published through rates on corn from certain points in northwest Kansas that apply to certain points just north of Ada, Okla., and to certain other points just south of Ada, but will not apply to Ada which is also directly intermediate on same line.

(9) **We believe the \$10.00 per car arbitrary fee** charged on grain to and from points on the K. C. M. & O. in Oklahoma should be abolished, as this is only an extra burden for resident patrons to bear who are dependent upon the service of that line.

(10) **We believe demurrage charges are too high** and we recommend a reduction to \$1.00 per day after the first 48 hours' free time for the first three days, and \$2.00 per day for next succeeding five days, with maximum \$4.00 per day thereafter.

(11) **We protest against the high reconsignment or diversion charges** now in effect, and recommend that in no case shall such charges exceed \$1.00 whenever they are properly assessable.

(12) **We recommend that all Milling-in-transit Rules** shall be broadened and made more liberal for less restricted and more extended use in the movement and distribution of grain and grain products.

(13) **These recommendations as to reduced freight rates** are not to be taken as antagonistic to the railroads, for we appreciate and recognize the great value of the railroad to the community; and, likewise, we assume in a vice versa order, that the railroads realize the same great value of the community to the railroad. Neither can get along without the support of the other. Therefore the most complete co-operation should obtain. Business should rather be encouraged, not hindered nor hampered, and more business means more revenue.

(14) **We vigorously re-affirm our opposition** to the added war tax on telephone and telegraph messages still in use, and we unanimously petition for relief from this unwarranted tax at very earliest opportunity.

(15) **Long distance telephone messages** are charged too high, and we recommend they be reduced at least 20%. We believe there should be sufficient increased use of the phone to amply justify the reduction suggested.

(16) **We have been passing through a severe period of after-war readjustment.** There have been many business failures, money is tight and easy loans are hard to get, prices of many things have been greatly reduced, chiefly the products of the farm, and it looks now like the price of wheat to the farmer for this crop season will hover around 75c which is on a

pre-war basis, memberships on Chicago Board of Trade have come down from \$12,000 to \$3,000, and at Kansas City from \$15,000 to \$5,000, therefore we feel justly warranted in earnestly recommending the suggested reductions of rates and charges referred to in the foregoing.

(18) **We are opposed to any legislative action** that obstructs, hinders, restricts, or prevents the free, proper, and legitimate functioning of such grain markets as that conducted by the Chicago Board of Trade whereby safe, proper, and adequate hedging in future options can be readily accomplished and secured.

(a) We recognize that such a market, when unhampered by restricted or radical legislation, acts as the great stabilizer, the leveler, the balance wheel, which affords a safe and proper guarantee or insurance against wide and sudden fluctuations that otherwise would occur under unwarranted circumstances and thus cause unavoidably huge losses.

(b) We believe the proper functioning of such a market is the only safe means whereby we may realize best possible prices for our surplus products which must necessarily be based on world market conditions as regards supply and demand.

(22) **Thanks:** We also wish to extend a unanimous vote of thanks to our worthy Committee on Arrangements and Entertainment, namely, Fritz Straughn, J. J. Stinnett and Jesse Vandenburg.

(23) **Each Member Appointed:** We recommend and hereby authorize each and every grain dealer who is a member of this Association to consider himself duly appointed as a Special Committee of One whose express purpose shall be to secure at least one other new member during coming year. Our membership should be doubled before another year rolls around, and we earnestly urge the sincere co-operation of each and every member to this end. All grain dealers within our State of worthy and creditable standing should become members of our Ass'n. We need the united, persistent, and undivided effort of all. GET BUSY.

(24) **Pools Strike Back:** We wish to recommend that every grain dealer read carefully the article found in last Chicago Grain Dealers Journal of May 10th, 1924, on page 569, entitled "Dealer May Be Enjoined from Buying from Pool Member," in which is contained an unusual though quite important decision by the Supreme Court of Wisconsin. Also the editorial comment, same issue, on page 568, under heading, "Pools Can Strike Back at Critics Through the Courts." You will find both articles contain information, advice, and enlightenment of considerable value, and we commend them to your careful thought and attention.

Disapprove the Howell-Barkley Bill.

WHEREAS, there is now before Congress a bill designed to abolish the Railroad Labor Board, which bill was prepared by and its introduction arranged for by the leaders of the national organizations of railroad workers, and

Whereas, this measure promises to establish the closed shop in the railway industry, and thereby further handicap the managers of our railroads in their effort to serve adequately and economically the commercial interests of the nation, and

Whereas, this measure practically denies the general public representation on boards created for the adjustment of differences between the railroads and their employees, therefore, be it

RESOLVED, that we earnestly disapprove of this measure and urge the members of both branches of Congress to vote against the Howell-Barkley bill, and be it further

Resolved, that we are in sympathy with the provisions of the Transportation Act of 1920, and urge that it be let alone until such time as there appears some real reason for its repeal or amendment. Under its provisions we are enjoying the best transportation service in the history of the country and we sincerely believe the honest enforcement of this law will result in justice to both the railroads and the public.

J. L. McCaul, Minneapolis, suggested some action by the Ass'n in looking to the repeal of the war taxes on telephone and telegraph messages.

Jule G. Smith, Ft. Worth: The Texas telephone companies are working now to secure increased tolls.

D. J. Donahoe, Ponca City: I move that we appoint a Com'te to cooperate with others in seeking to secure a reduction in war taxes on wire messages and a reduction in tolls. Carried.

Pres. Bouldin appointed C. F. Prouty, Jno. F. Kroutil and E. R. Humphrey, Oklahoma City, as such com'te.

R. E. Nelson, chairman of the Nominating Com'te, presented the following nominees: Pres., E. S. Bouldin, Muskogee; vice-pres., L. O. Street, Woodward; sec'y-treas., C. F. Prouty, Oklahoma City.

Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; Fritz Straughn, Oklahoma City; P. G. Newkirk, Clinton, and Fred R. Milburn, Fairland.

Arbitration Com'te: U. F. Clemons, Marshall; D. J. Donahoe, Jr., Ponca City, and McKinley Miller, Perry.

Tri-State Appeals Com'te: W. M. Randels, Enid.

All the nominees were elected.

S. A. Marshall, Oklahoma City, for the Rules Com'te recommended that Rule 7 of the Ass'n's Trade Rules be amended to read as follows:

Rule 7. Incomplete Contracts—When the seller finds that he will not be able to complete contract within the agreed limit it shall be his duty to so advise the purchaser by telephone or telegraph, whereupon it shall be the duty of the purchaser at once to elect either to cancel, extend the time, or buy in to cover the deficit.

Should seller fail to make shipments within contract time and purchaser is unable to buy grain to fill his contract, the seller shall be liable to the purchaser for all loss and damage that he (the purchaser) may suffer account said default.

Upon failure to receive notice of shipment within three days after expiration of the shipping limit as specified in the contract, the purchaser may call on seller for numbers and if numbers or an assurance from seller that shipments have moved according to contract are not furnished within 24 hours the purchaser may elect either to cancel the contract, extend or buy in to cover the deficit. If neither party has called the other's attention to the expiration the seller's liability shall automatically cease twenty days after expiration of contract.

The Rule as amended was adopted.

Sec'y Prouty presented a recommendation from Sec'y Smiley of the Kansas Grain Dealers Ass'n that the three ass'n's of Kansas, Oklahoma and Texas have at least one meeting of the Tri-State Appeals Board each year even tho the fees deposited are not sufficient to defray the expenses of the meeting.

The plan was approved.

Adjourned *sine die*.

Convention Notes.

Adolph Kempner came from Chicago.

From Kansas City came C. V. Topping.

P. N. Allin came from Coffeyville, Kan.

J. C. Crouch came from Galveston, Tex.

Jos. A. Kell came from Wichita Falls, Tex.

Beatrice, Neb., was represented by F. G. Olson.

Wichita flour millers were represented by J. L. Hagler.

From Minneapolis came J. W. Greer, Marfield Grain Co.; and J. L. McCaul.

M. L. King, Washington, D. C., represented the Bureau of Agricultural Economics.

Among the Kansas representatives were S. W. Cole, Chetopa, and D. J. Razliff, Wichita.



Dealers at Convention of Oklahoma Grain Dealers Ass'n at Oklahoma City, Okla., May 20, 1924.

Wichita receivers present included E. H. Adair, E. Beyer, A. F. Baker, J. R. Harold and E. R. Welch.

Exhibits included a working model of a Kewanee Truck Lift and of a Carter Disc Separator.

The identification badges were supplied by the Grain Dealers National Mutual Fire Insurance Co.

R. T. Blood, of the Grain Dealers National Mutual Fire Insurance Co., was in charge of registration.

State grain inspectors present were H. A. Wickstrom, Galveston, Tex., and E. H. Linzee, Oklahoma City, Okla.

Texas receivers were represented by Mason Webster, Galveston; Kent Barber, Leo Potishman and Jule G. Smith, Fort Worth.

Texas shippers were represented by W. E. Simmons, White Deer; J. T. Chambers, Sanger; J. M. Clement, Waco; and J. A. Birdsong, Vernon.

St. Louis receivers were represented by T. M. Scott, of Picker & Beardsley Commission Co.; G. C. Martin, Jr., of the Martin & Knowlton Grain Co., and Zeb Owings.

Insurance men present included: W. H. Ingalls, Texas Millers Mutual Fire Insurance Co., and V. E. Butler and R. Blood, of the Grain Dealers Mutual Fire Insurance Co.

Machinery and supply trade men present included C. E. Christoph, representing Fairbanks-Morse Co.; E. W. Lott, Carter-Mayhew Manufacturing Co.; G. G. Price, Howe Scale Co., and Oscar Mayer.

Kansas City receivers present included: F. D. Bruce; W. M. Murphy; E. R. Stripp; Wm. Sloan, B. C. Christopher & Co.; Lee W. Fuller; G. A. Johnson; F. A. Theis, Simons-Shields-Lonsdale Grain Co.; W. C. Fuller, F. C. Davis, Ernst-Davis Commission Co.; H. A. Merrill, Davis-Noland-Merrill Grain Co.; and Forest Davidson.

Oklahoma shippers included: L. Anthis, El Reno; A. T. Black, Frederick; E. S. Bouldin, Muskogee; J. H. Bailey, Duke; W. M. Black, Arapahoe; J. M. Banks, Chickasha; D. E. Cline, Fletcher; G. M. Cassidy, Tonkawa; P. A. Cope, Chattanooga; U. F. Clemons, Marshall;

D. J. Donahoe and J. Donahoe, Jr., Ponca City; W. W. Deck, Kingfisher; J. Fike, El Reno; B. U. Feuquay, Enid; R. C. Garrett, Ada; W. E. Gilpin, Bridgeport; C. W. Goltry, Enid; John Henry, Enid; Roy Hacker, Enid; W. E. Hunt, Carter; H. A. House, El Reno; J. S. Hutchins, Ponca City; G. E. Harris, Erick;

W. B. Johnston, Enid; Jno. Kroutil, Yukon; A. R. Lankard, Kingfisher; F. R. Linton, Chickasha; R. C. Mills, Custer City; E. V. Mashburn, Shawnee; D. E. McAnaw, Elgin; C. E. Munn, Enid;

P. G. Newkirk, Clinton; Claud Nicholson, Enid; J. O'Brien, El Reno; J. G. Pearson, Marshall; R. M. Raulston, Garber; W. M. Randels, Enid; E. M. Scruggs, Hollis; F. H. Schlicht, Forgan; J. J. Salwaechter, Altus; L. O. Street, and H. L. Street, Woodward; D. Vollmer, Anadarko; W. Winton, Yukon; and J. L. Yergler, Kingfisher.

TOPEKA, KAN.—Foster D. Coburn, former sec'y of the Kansas State Board of Agriculture, died at his home May 12 at the age of 79. He was a native of Jefferson County, Wis. His greatest achievements for agriculture were performed while in the employ of the state, the appointment of which came to him in 1894. In 1914 this famous farmer, scholar and editor retired from that position in favor of J. C. Mohler.

The Congressional Serenade.

BY WM. MURPHY.

To be sung to Congressional representatives to the tune of The Porter's Lament.

Congress, Congress, please take a rest,
Before every farmer goes broke,

Expecting a hand out from Uncle Sam's chest,
Farm bills are just a big joke.

Wheat pooling here and wheat pooling there,
What you still need is the brain

Of grain men, country grain men
And EXCHANGES for marketing grain.

Would Run Soviet Grain Warehouse.

A concession for the operation of grain silos at the Russian ports of Odessa and Archangel is being sought by a group of Italian interests, according to a report from Consul James B. Young, Venice, just received by the Department of Commerce. An Italian syndicate has been formed recently consisting of Venetian, Milanese, Roman and other interests to finance and facilitate the negotiations for the proposed project of operation of the Black Sea and White Sea grain silos for the Soviets and to supply financial guarantees necessary to obtain the concessions. It is felt in Venice that the obtaining of the concession to operate the silos at the two great grain centers will be of great importance and will go far in the furtherance of Italian commercial relations with the Soviets. As the Russian grain supply and its market present a serious problem at this time, Italian investigators are of the opinion that something in the way of adequate silos arrangements at central points of shipment in Russia would help materially to solve the present difficulties now said to exist in the Russian grain trade.

INDIANAPOLIS, IND.—Fire that started in a two-story brick building used as a dust house at the plant of the Piel Bros. starch works late on the night of May 4 did considerable damage to the machinery and a stock of by-products owned by the firm. The loss, it is said, would not exceed \$5,000, entirely covered by insurance.

A PAYMENT of .0012 cents (one and two-tenths mills) per barrel of wheat flour manufactured during the calendar year 1923 would produce the budget of \$100,000 voted by the annual meeting of the Millers National Federation on Apr. 25, decided the executive committee of that body at a meeting in the Federation office on May 21.

WASHINGTON, D. C.—The special wheat protection afforded New Zealanders by the government of New Zealand will cease after Feb. 28, 1925, when a free market for wheat will be available, according to a report from that government recently received by the Department of Commerce. Farmers there of late years have found it more profitable to produce wool and mutton than to grow wheat. As a result a certain quantity of wheat had to be imported from Australia. This caused the New Zealand government to guarantee a price that would induce the farmers to grow the full Dominion requirements. Output was stimulated and last year there was a surplus which was exported to Japan at a considerable loss to the government. Production this year is short of requirements because of the dry summer and wheat must be imported from Australia. Consumers are compelled to pay more than the world's ruling price and are complaining that they are being exploited for the benefit of the farmer.

A Handsome Concrete Elevator.

[Continued from page 661.]

concrete. In the working house are located nine overhead bins and six small bins, the inside walls of which are plastered and waterproofed for tempering wheat. Discharge of these bins is connected to four No. 51 feeders, which discharge into a 6" screw conveyor, which delivers wheat to the mill.

Grain is received from cars on one side of the working house and weighed on 100 ton, two section, heavy pattern Howe Railroad Track Scale, with recording beam. Grain from the cars being delivered to car receiving elevator by means of 20" belt conveyor. On the opposite side of the working house is a 15-ton Howe Wagon Scale, with recording beam, and combination dump. Grain from the wagon dump being delivered to the wagon receiving elevator by means of 12" screw conveyor.

In the basement of the headhouse is located car puller of eight cars capacity, 20" belt conveyor, receiving grain from cars, 12" screw conveyor, receiving grain from wagons, car receiving elevator boot, wagon receiving elevator boot and screenings elevator boot, also 20" belt conveyor under storage tanks which delivers to either of the two large elevators.

On the first floor is located one No. 9, Style "B" Monitor Separator, one single power shovel. On the second floor is located four No. 51 Draver Feeders, with master drive, and 6" screw conveyor to convey wheat to mill. On the third floor are three cut flight screw conveyors for wetting wheat, which discharge into the six tempering bins, one 8-bushel Richardson Automatic Scale, which discharges onto 20" belt conveyor over the storage tanks and into two of the headhouse bins over Receiving Separator, one 20" belt conveyor over storage tanks with self propelling tripper.

On the top floor are located two steel elevator heads with 54x13" head pulleys, one elevator head with 54x7" pulley, two large elevators having 12" 6-ply rubber belting with 11x6" high speed cups, the smaller elevator being used for screenings with 6" 5-ply rubber belt and 5x4" high speed cups. Also two 9" telescopic trolley spouts attached to the heads of the two large elevators and arranged to discharge into all bins of the headhouse and the automatic scale or direct to the belt conveyor over storage bins.

The elevator in the working house consists of a double, even balance, elevator. There is a steel ladder from basement to top floor of headhouse.

The only dust collecting equipment in the working house is Knickerbocker Cyclone Dust Collector on the receiving separator, which is located on the outside wall of the working house.

The elevating machinery was furnished by the J. B. Ehrsam & Sons Mfg. Co. The elevator was designed and erected by the Southwestern Engineering Co.

A BILL to require the labeling of flour in interstate and foreign commerce to show whether it is made of hard spring wheat, hard winter wheat, soft wheat, or two or more different wheats has been introduced in Congress by representative O. B. Burnett. This wiseacre should also require labels to show if made by a burr mill, a long or short roller mill, if made on Friday or Monday, by daylight or electric light, by a fool or a Congressman.



More of the Dealers at Annual Meeting of Oklahoma Grain Dealers Ass'n, Oklahoma City, Okla., May 20, 1924.

National Legislation as Affecting the Grain Trade

[From an Address by B. L. Hargis before Kansas Grain Dealers Ass'n and Grain Dealers Ass'n of Oklahoma.]

In 1921, when the agitation first came on in a serious aspect the daily volume of trade in Chicago was 40,800,000 bushels. In 1922 that had dropped to 36,900,000. In 1923, it was down, according to the report, to 28,500,000 bushels. Of this amount the secretary's report shows some fifty per cent—about 14,000,000 bushels per day—was made up of scalpers' trades, where they left the market at the close of business neither long nor short—even as it were. As the hedgers constituted probably thirty-five to forty-five per cent it was impossible for him to differentiate between the spreads and hedges. The total open trades in the Chicago market during the past year averaged about 90,000,000 bushels per day. This is somewhat less—in fact, quite considerably less—than the total amount of wheat in the visible supply and located in country mills and country elevators. In other words, there wasn't sufficient volume of open trades from day to day to take care of the wheat in the United States which is ordinarily held. If thirty-five to forty-five per cent was in hedging then the volume of trade was too low.

Results Desired not Realized.—You will recall when this bill was presented the grain trade as a whole felt it would not accomplish the very desirable results which its proponents prophesied. These results have failed to materialize, therefore other methods were sought to correct low farm prices. Several of these bills are now pending before the present congress. The Norris-Sinclair bill was an out and out subsidy to the producer. It was lost in the committee on the day the McNary-Haugen bill was reported out. The treasury of the United States was to absorb all of the loss in advancement of wheat to a certain figure and the Government was to continue indefinitely in business. Another bill which has been introduced and reported out is the Curtis-Aswell bill. This was introduced by your senator and Congressman Aswell of Louisiana. It provides for a \$10,000,000 appropriation for forwarding of the co-operative movement. Still another bill before congress, one which will probably not be acted on at this session, is the Capper-Williams bill, which found some support in the Cabinet, and the purpose of which is to create a marketing agency for developing of co-operatives. There is an appropriation of \$15,000,000, \$7,500,000 to be used the first year and the last half of the next year. This bill may, I say, receive some consideration.

Last, but most important, is the McNary-Haugen bill. It contains about everything that could be contained which is contrary in principle and development to the long established economic life of our country. The purpose of the bill is to bring the price of specific agricultural commodities to the so-called level of all commodities at the present time.

The charge back to the producer on the inflated production would undoubtedly be so great as to ultimately—not immediately, but ultimately—entail so large a loss on his exports as to make this gain on his domestic sales very, very moderate.

Farmers No Worse Off Than Merchants.—The percentage of bankruptcies in the United States, as tabulated in the Majority Report of the Agricultural Committee, shows there were some 36,000 bankruptcies in our country last year. Not quite 6,000 of these were agricultural bankruptcies. In exact figures the farm bankruptcies were 17.4%. Now we have these figures; agricultural per cent of population, 30; agricultural per cent of wealth (national), 25; agricultural per cent of bankruptcies, 17.4. Now those figures indicate beyond peradventure of a doubt that agriculture has not been forced to the point where it has suffered even an equal share of national failures. In other words, its percentage of failures is below the percentage of investment and below its percentage of our population.

I submit that if the farmer was seriously involved in debt in 1920 at war prices that it seems peculiarly unsound to establish as a remedy another corporation to fix a price which would again create the identical condition then prevailing, which might enable him to secure a large debt-making power but his ability to pay would undoubtedly be again diminished by deflation, which must come sooner or later. In other words, the Government might be able to hold the rein a little while, but it can not hold it all the while.

The bill is undoubtedly one which places the authority to fix prices almost absolutely between the Secretary of Agriculture and Secretary of Labor and the figures they compile—they calculate all indexes, they calculate ratios—they may use not for one month or for any stated time, but for a "period" under this bill, the period to be of such duration as, in their

judgment, is wise. In other words, they may establish basic prices good for thirty days or eleven months or twelve months. I doubt if they would ever attempt it beyond twelve months. My personal opinion from contact in Washington is they would start with probably two prices, charging one for the winter wheat, the other for the spring wheat. To estimate what will be the prices, needless for me to discuss that with you, because you know how impossible this will be.

Overproduction Would Follow.—And on corn, another increase, increasing the price about twenty cents per bushel. And my theory is if you get wheat up fifty cents and corn up twenty cents, get hogs up \$4.00 a hundred-weight, if you get cattle up \$1.50 you will fill every bin in this country that can be with wheat, every crib you will fill with corn, every hog lot will have hogs in it and the production of cattle will be an indeterminate amount and so you will have an enormous overproduction and any good sought in this bill will come back to butt the supposed beneficiary in the pocket book. His losses will be very great.

If you make the horizontal advance on wheat throughout the United States and make the price differential or horizontal advance so it would go to everybody and on the assumption that it would be sufficient to net the individual fifty cents, you would be giving to Oregon, Washington and Idaho, \$10.50 on their twenty-one bushels; you would be giving to Kansas and Oklahoma on their twelve bushels \$6.00 gross; you would be giving to the three northern states which produce a fine quality of hard spring wheat \$5.00 and you would be giving to Kansas and Oklahoma, which produce very fine turkey wheat, or the five states which furnish little export wheat on account of the quality—export wheat is of another quality, you all know that and the wheat I am speaking of is American bread wheat—only \$5.00 to \$6.00. Under this bill that wheat which has been bringing a premium of ten to thirty cents in this country would be penalized bushel for bushel against the twenty-one bushel yield up in the northwest, wheat that is always export wheat. In other words, men in our part of the country will lose part of their premium by narrowing the margin in the difference between inferior wheat and good wheat and to get rid of that inferior wheat the equalization fee will come off of wheat which is purely domestic just the same.

While it is supposed to create a five-year emergency act one of two things is going to happen: we will have the worst panic we have ever known if this thing should be wiped out at the end of five years, or the act must go on forever. If the act goes on forever we will have a state of the most complete isolation in our country we have ever known. The bill unquestionably requires the Corporation to dump its surplus commodities. There isn't any other way to argue about it. The equalization fee collected from every producer is required to be collected by every firm and it is to make returns to the Corporation. The bill has carrying charge in from month to month although not established yet. Everything in this bill is created at the direction of the Corporation except the ratio basis—that is positive—and capitalization and borrowing power, they are positive. What the Corporation will have to do under this act is to dump systematically and regularly.

Dumping.—Under the act it is our pleasure to dump when we please and all the while and without respect to other countries. The other countries may have something to say about this. There are 400,000,000 acres approximately of wheat lands in Canada. Some thirty-five to forty million acres have been broken, the balance of it is virgin soil. Could you imagine for an instant Great Britain will permit Australia, India, Canada and even her own farms on the island to suffer a complete destruction of their business, their agricultural enterprise, by the dumping of our products? Or do you believe that Great Britain will colonize Canada and increase her production there so Canada may and can, along with Australia and India, supply the world with its foodstuffs? Great Britain isn't that kind of a nation. She takes just as good care of her citizens as we do of ours. She is a free trade country. My idea is, you will find in a very short time a refusal on their part not only to take our wheat and our pork and our beaves, but also a refusal to take our manufactured products. I think you will find France and other nations in the same position. In other words, the trade balance would change.

Our gold reserve would move out of this country, foreign goods would come in, their finished goods. If we feed the foreigners and force down the world's price level they will come in here and meet our price level, but our goods

cannot go to them. That is a very extreme extension to which the application of this act may go. In order to give a correct reflection to the producer, take the packer for instance; it will be necessary for the Government to establish an all-commodities price on hams, lard, bacon and all those products of the hog. The Government must establish what is a fair spread between the producer and the packer. Whenever it attempts to do that it must immediately state what is a fair conversion cost and into the conversion cost labor enters to a very marked degree. Therefore, they must say what labor cost is going to be. There is hardly any limit to the point to which they must go in trying to reconcile the returns of the hog to the producer and reflects to the American people.

In milling the same problem presents itself.

We will have a pyramiding process, with a gradually increasing, never ending, advancing ratio. There will never come the time under this bill where you can make these various products come up to the all-commodities prices, when they can catch up. The difference will narrow from time to time, but the protected commodity under the bill will never catch the index and the emergency will never cease to exist. That is mathematical and not problematical. (Applause.)

We have this condition created under the bill: a protective tariff in this country to protect our labor, protect our manufacturer. We are going to charge the American laborer, the American consumer \$1.60 for wheat, 11 cents for hogs, and so on down the line. We are going to export the surplus at the world's price level, which is from \$1.00 down, somewhat depending upon the quantity for export and production of other countries. In other words, we are going to place a per capita sur-tax against the American citizen and going to subsidize the already cheap foreign labor.

Under the McNary bill there is about \$1,500,000.00 on finished commodities assessed against 110,000,000 people, or about \$13.00 per capita, \$65.00 a family. In other words, on the one hand we have Congress saying they are going to cut the taxes \$350,000,000 and on the other hand we have some of them saying we will increase the cost on all farm products \$1,000,000,000, with a consequent cost to the public of one and one-half to two billion dollars. You can not reconcile the two theories.

Secretary Smiley hit the nail on the head when he said America must cut down production. She must cut it somewhere within reason to meet our requirements. It wouldn't be at all difficult to increase wheat production 200,000,000 bushels and it wouldn't be much more difficult to cut down the production. I know there must be some margin there, but unfortunately the producer is in a position where he cannot protect himself. The meat producer can stop, but the farmer, once he has his wheat in the ground, must let nature take its course. But the farmer should raise sufficient wheat to give him some return on a certain portion of his land.

Co-operative Legislation.—I think without any question every country elevator operator and organized exchange member must take into account and fully realize that the Government is going to lend support, financial and moral, to the co-operative movement. Either the Curtis bill or the Capper-Williams bill, or something similar to them will pass either before Congress adjourns or after it re-convenes, but some such measure is coming along.

Socialism.—This proposed McNary bill creates a condition of socialism in our country. It makes the Government our governor, exactly in the autocratic fashion that it makes us the servant of the Government. Any man who buys any single commodity covered under the act from a producer, the first transaction, must withhold from him whatever fund or percentage of the trading price is ordered by the Corporation of four members. He is required to give a receipt to the man from whom he purchases for the amount of money and he is required also to make a return to the corporation through the treasury department; he must keep his books in such fashion that they can be examined and found to be correct in all respects. If he fails to do this he will get one year in the penitentiary—not in jail, penitentiary—and a fine not to exceed \$10,000.00. It makes the burden against the citizen as a whole a very, very "mild" one without any compensating motive from the Government for the service which its citizens are asked to perform.

George Jewett has a large amount of wheat, I don't know whether two million bushels or six million, of that same twenty-one bushels to the acre export wheat, which he cannot use in this country—and would have had more except for the Japanese earthquake. And Jewett has all the while been back of this bill. He must get rid of this pooled wheat to save his face. George Peek, of the Moline Plow Company, is very anxious to put over this bill. He made the statement before the Senate Committee or House Committee that the interests he represents had lost \$150,000,000 in the last five years and he wanted rehabilitation—very nice for him. Mr. Gray Silver before the Senate Committee said substantially that the bill would be more satisfactory to him if the Farm Bureaus

were made a party to it so that they could take over the operating Corporation and have all farmers in under Government conscription, whereas they had not been successful in forcing voluntary pooling. You are bringing the farmers to a point where we have been trying to get them, but have been unable to get them.

After this bill becomes operative and has gone on for a little while we would like for you to turn the operation of the Corporation over to us. In other words, Gray Silver, not having been able to get the Farmer to join his pool, is perfectly willing the Government should form and place the operation of it at his disposal.

Antidotes for Fake Farm Cures

From an Address by C. C. Isely, before Kansas Grain Dealers Ass'n

Agriculture is America's sick industry.

To the pallet of the patient every quack and fakir has found admission to prescribe his dangerous nostrums at the victim's expense.

The disease of agriculture is economic, but no economist has ever been called to the sick chamber. In ancient times astrologers were welcomed to the courts of kings to divine from the omens what course the king should pursue. We are not far removed from that situation today. If I would seriously propose that the ills of agriculture were due to sun spots, I would get more attention from congress and from the public generally than if I reported the findings of a dozen of the most eminent economists in America.

The farmer is no fool. His resistance to the blandishments of the highly paid pool propagandists is eloquent proof. No more plausible gold brick has ever been offered to any investor so persistently and so skillfully with such meagre results.

The average farmer has more sense than the average business man. His is a highly specialized industry. In our field we probably know a few things, but it is our own fault if we have failed to show him that we are partners and fellow sufferers in all his grief. If we really know something about merchandising, we have miserably failed, if we haven't even tried to show that we have been rendering an indispensable service. Indeed, we have permitted the charge that we are mere toll takers to go unchallenged.

There is no antidote to fake farm cures, but there is a cure for agricultural distress. It isn't a new disease. The depression following the Revolution, following Jefferson's destroying Hamilton's bank, following Jackson's destroying the Second National bank; the panics due to greenbackism and free silverism, are like this one—all monetary, and due to either lack of a proper stable and safe circulating medium or to the threat to destroy what we had. Those experiences were American. The present disturbance is world wide.

Money is the life blood of business. Like the blood, we call it the circulation. Business consists in production, transportation, distribution, and consumption of goods. Abundant production, efficient transportation avail nothing if there is a breakdown in distribution. Distribution is impossible without a sound and stable medium of exchange. Panics are not the result of business cycles, as Babson and other economic clairvoyants would have us believe. The hard times following wars are not so much due to war's wastage as to the economic maladjustments that grow out of the war.

As a result of the war America gained over two billions in gold, three or four billions in paid off notes and a note case full of from ten to fifteen billion dollars of you owe me's. We have over half the world's monetary gold, a billion dollars more than our entire paper circulation. Like the scriptural "talent hid in a napkin," it has become a curse to us.

The result is world wide monetary chaos, fluctuating exchanges, depreciated money abroad, improper distribution of food, starvation in Germany, under-consumption in all Europe and tragic distress on the American farm. Let this continue, and the radicals that have succeeded in tying up all progress in Washington will continue to hinder all proper legislation and will succeed in forwarding all kinds of vicious legislation. Don't worry about the red on the street corner or in the press. In Washington so-called conservative senators and many 100 per cent American congressmen are sponsoring legislation that would do credit to a Townley and that would justify congratulations from Trotsky. This thing is going to continue till the farm situation is cured, till the farmer again approaches the Biblical dream of "sitting under his own vine and fig tree with none to molest and make afraid."

As things stand now this stream of gold is continuing to pour into New York by the hun-

dred million every few months. We need to have done for America and Europe what the Dawes Commission has done for France and Germany. That was a wonderful step in the right direction. It will not stop the gold flood to America. It may reduce the stream. Its greatest value lies in showing to America how eager Europe is to accept our leadership. The British economist, Keynes', proposals five years ago were essentially the same as the Dawes proposals. Rathenau and Loucheur were agreed two years ago on practically the same figures. No Frenchman's proposals were acceptable to Germany. No Englishman's to Germany and France, and no German's to anybody.

Rathenau, the German, was assassinated by Germans for the suggestion. Loucheur was kicked out of the French cabinet, but the same ideas recast by a semi-official American commission becomes a successful election issue last Sunday in France and a week before in Germany. The Dawes plan should save Germany, but it may not save France and England and America.

No League of Nations or World Court can solve this problem but an economic conference at Washington, in which we as frankly and fairly face the issues involved as France and Germany face their mutual problem, is the essential and inevitable next step. This is the program sponsored first by some Kansas farmers, endorsed by the Kansas Board of Agriculture, adopted a year ago by the United States Chamber of Commerce.

Of course, we may have to scale down the war debts, or reduce the interest, or defer payments due us from France. We will never collect them anyway. If we did every dollar that France collects from Germany will have to be paid to us. The Dawes Commission suggested that she reduce her claim against her late foe to one-third and she is accepting our suggestion. She is accepting it from utter necessity. It is just as utterly necessary for us to make a suitable concession to our blood ally who is obligated to us, not because she laid our country waste, but because we were a year late in coming to her side, because she spent every dime we spent with her in the joint enterprise and three billion dollars more, that she might have cannon and shell to lay down a billion dollar barrage one September morn so that our Kansas boys would not have to take the defenses of St. Mihiel with bare hands.

France is agreeing to take coal, lumber and

services from Germany. In our settlement with Britain we made no such arrangement. We in effect are receiving gold to add to our hoard. For five years all of our most eminent economists have pointed out the danger of this policy. Of course, the politicians have paid no attention and we business men have paid little more. Unless this situation is speedily clarified, unless we assume our proper role as world banker instead of being merely a safety deposit vault, we can expect hard times to continue. As business men we should show the politicians and the farmers that here is the route to farm recovery.

In a letter from Professor Seligman of Columbia, whose textbook on economics is used in every college, he said to me. "It will take a more protracted distress out west to bring the politicians to their senses." It was hard times in Germany and the falling franc that brought them to their senses. How much harder times do we want here?

The St. Louis Delegation.

Thru the hard work of Tillie Bryant two palatial Pullmans loaded with St. Louis millers, grain dealers and their wives left the Missouri metropolis Saturday evening over the Mo. Pacific and landed in Wichita Sunday morning where they were the guests of the Wichita Board of Trade. After being shown the wheat fields and the beautiful parks, drives and homes of Wichita all were entertained at luncheon at the Wichita Country Club. The afternoon was devoted to golf and more inspection of the wheat fields.

On Monday the entire party spent the day at the 101 Ranch of the Miller Bros. where a special Wild West performance was put on for the benefit of the National Editorial Ass'n and a real Buffalo dinner was served.

The sleepers were then taken to Oklahoma City where the St. Louis delegation spent the next two days interviewing the grain dealers of Oklahoma regarding the state's wonderful crop outlook.

Wednesday evening the party started for St. Louis much pleased with their four-day inspection of Kansas and Oklahoma.

In the St. Louis delegation were John F. Ballard, Mr. and Mrs. Christian Bernet, Mr. and Mrs. T. A. Bryant, Ray Depew, W. H. Hales, W. E. Henry, R. C. Jackson, R. C. Kashley, Mr. and Mrs. Oscar Lamy, Mr. and Mrs. Fred Langenberg, Geo. Martin, Jr., of Martin & Knowlton Grain Co., Sam Marshall of Nanson Commission Co., A. G. McReynolds, J. L. McCaull of McCaull, Dinsmore & Co., Zeb Owens, Geo. F. Powell, T. M. Scott of Picker & Beardsley Commission Co., Louis Schultz, W. K. Stanard and Chester Weeks.



The St. Louis Delegation Was Entertained at the Country Club by the Wichita Board of Trade.

Panhandle Dealers at Amarillo

The 10th annual meeting of the Panhandle Grain Dealers Ass'n was held at Amarillo, Tex., May 19. It was an excellent meeting attended by 125 grain dealers from the Panhandle district, Oklahoma, and New Mexico.

A. L. Liske, retiring pres., called the meeting to order.

Rev. R. Thomsen gave the invocation.

Mayor E. S. Blasdel, of Amarillo, welcomed the dealers.

R. L. McClellan, Spearman, responded. Three addresses were given during the morning session.

F. E. Watkins, Cleveland, Pres. Grain Dealers National Ass'n, talked on congressional legislation. His remarks are published elsewhere in this number.

Frank Kell, Wichita Falls, made an address on the merits of the present transportation law, governing the railroads of the country, in which he said in part:

There is no guaranty of a 6 per cent return to railroads under this law, as is often stated.

The law provides the machinery for subdividing the country into groups, he said, and allows a freight rate in each group, which will permit a 5½ and in some cases a 6 per cent return on the basis of the valuations placed by the interstate commerce commission on all of the roads of the group.

Two classes of the bill, in particular, have been attacked, and they are the most important features of these bills. One of them is the excess earnings clause, which, he said, provides that all a railroad may earn over the 6 per cent allowed it, goes to the United States treasury and into the railroad's treasury, where it must be held to meet emergencies.

This clause is a safety valve on the bill, and a protection to the public.

The merger clause, he said, does not provide for the merger of all the railroads of the country or a district. It provides merely that railroads which are able to make big earnings be merged with weak roads which can make no earnings, in order that no railroads need to be scrapped.

In this district, for instance, there are seven large systems. If the railroads were so merged that there were seven railroads in the district, it would strengthen the weak roads of the district, and still leave the competition unimpaired.

It would be a disaster to do away with these two clauses of the Transportation act of 1920, and would mean that the roads would return to the conditions of 1915, when government control of railroads was at its height, and every politician was "riding into office on the railroads." If the politicians will only leave the railroads alone for a while now, he said, they will soon be in good shape, and well able to stand on their own feet.

Mr. Kell also spoke on the proposal for the government to develop a channel for deep-sea ships down the St. Lawrence river and through the Great Lakes.

He stated that the matter had been suggested to the United States Chamber of Commerce, and will eventually come to a vote through that body. Every grain dealer of the Panhandle and Texas should fight the idea, he said.

S. J. Cole, traffic manager of the Board of City Development, described the work which has been done in group rate case hearings. If the examiner makes an unfavorable report on a case to the Interstate Commerce Commission, there is still an opportunity to argue it orally at Washington.

W. H. Fuqua spoke on the financial outlook in the afternoon.

In this district, he said, this year's crop season will probably bring better returns and profits than any year since 1920.

He stressed the point that there has been too much paternalism by the government. While he is favorable to the federal land bank and the joint-stock land bank, he likes better to see a man who can get along without them, he said.

One tendency of the day which he scored, is that of having too much overhead expense. This tendency is largely habit, and must be done away with. He said that he hoped the people

of this section have learned enough that when they do make good profits again, they will save a part of every dollar they earn to meet the next emergency.

Crop reports were called for and representatives from 35 towns answered as to the condition of grain crops. With the exception of 1 or 2 places rain is badly needed, wheat acreage has been decreased and oat acreage has been increased. The reports follow:

Clarendon, wheat 60% normal acreage, in good condition; oat acreage light.

Plainview, wheat, 75% acreage, good condition; oats, 300% acreage, good condition.

Lockney, wheat, 60% acreage, good condition; oats, 20% acreage, condition good.

Hereford, wheat, 25% acreage, good condition; oats, 125% acreage, condition poor.

Kress, wheat, 60% acreage, good; oats, 200% acreage, poor.

Canadian, wheat, 100% acreage, fair; oats, 100% acreage, fair.

Memphis, practically no wheat or oat acreage.

Spearman, wheat, 75% acreage, fair; oats, 100% acreage, fair.

Aiken, wheat 60% acreage, poor; oats, 60% acreage, fair.

Higgins, wheat, 60% acreage, good; oats, 60%, fair.

San Jon, N. M., wheat, 100% acreage, fair; no oats.

Vega, wheat, 70% acreage, fair; oats, 125% acreage, poor.

Lark, wheat, 40% acreage, good; oats, 125% acreage.

Conway, wheat, 40% acreage, good; oats, 125% acreage, poor.

Adrian, wheat, 40% acreage, good; oats, 125% acreage.

Wildorado, wheat, 40% acreage, good; oats, 125% acreage.

Barnett, wheat, 75% acreage, fair; oats, 100% acreage, fair.

Shattuck, wheat, 100% acreage; no oats.

Abernathy, wheat, 60% acreage, good; oats, 150% acreage, good.

Pampa, wheat, 75% acreage, poor; oats, 100% acreage, poor.

Panhandle, wheat, 60% poor; oats, 100%, poor.

Farwell, wheat, 75%, fair; oats, 100%, fair.

Wichita Falls, wheat, 85%, good; oats, 110%, good.

Claude, wheat, 20%, fair; oats, 150%, poor.

Melrose, wheat, 110%, fair; no oats.

Tulia, wheat, 50%, fair; oats, 150%, poor.

Lubbock, practically no wheat or oats.

Crosbyton, wheat, 50%, good; oats, 100%, good.

Bushland, wheat, 75%, fair; oats, 125%, fair.

White deer, wheat, 75%, fair; oats, 100%.

Groom, wheat, 40%, fair; oats, 125%, fair.

Spearman line, P. and S. F., wheat, 60%, fair.

Amarillo, wheat, 50%, poor; oats, 150%, fair.

The following com'tes served:

Resolutions—J. C. Mytinger, of Wichita Falls, chairman; I. N. Beasley, Amarillo; R. L. McClellan of Spearman and J. E. McAvoy, Aiken.

Auditing—L. C. McMurtry, Pampa, E. G. Shuhart, Dalhart; Edward Balderston, Canadian.

Nominating—U. S. Strader, Amarillo; F. E. Cone, Lubbock; Leslie Floyd, Lockney.

The following resolutions, offered by the resolutions com'te, were adopted:

Resolutions.

Resolved that this ass'n is unalterably opposed to the bill now pending in Congress known as the McNary-Haugen bill, or any other form of paternalistic legislation along similar lines.

Resolved that this ass'n endorse the transportation act of 1920 known as the Esch-Cummings bill, and urge that this law be permitted to remain undisturbed until it has had a fair trial.

Resolved that this ass'n favors the reduction of all federal taxes and state taxes, more especially the reduction of the present income tax as provided for in the present law, and further that we are unalterably opposed to any form of legislation that will result in any increase of federal, state or local taxes.

Appreciation to the Amarillo grain dealers and citizens was extended for the entertainment furnished, and a resolution of sympathy with Mr. L. F. Cobb on the death of his brother, was adopted.

The meeting went on record as favoring the incorporation of the Texas Grain Dealers Ass'n, a voluntary organization at the present

time, and also of incorporating the Panhandle Ass'n.

The meeting decided in favor of cutting overhead expenses of the Fort Worth office of the state ass'n. One resolution calls for the doing away with the present appeals board of the state ass'n, and leaving the executive com'te to settle disputes appealed from the arbitration board.

E. N. Nobles, of Tulia, was elected president. Other officers elected were: Lester Stone, Amarillo, vice-president; J. N. Beasley, Amarillo, secretary; arbitration committee, W. A. Barlow, Amarillo; E. W. Harrison, Hereford; H. L. Kearns, Amarillo; board of directors, R. L. McClellan, Spearman; D. I. Barnett, Miami; Harry Stiver, Waco; Ray Ayres, Plainview; and E. G. Shuhart, Dalhart.

Adjourned *sine die*.

Convention Notes.

Dealers in attendance numbered 125.

A banquet was given in the evening.

F. E. Watkins came from Cleveland, O.

From San Jon, N. M., came R. C. Mundell.

J. N. Beasley acted as toastmaster in the evening.

Shattuck, Okla., was represented by J. J. Valloster.

Jule Smith, speaking at the banquet, told of the condition of Fort Worth warehouses, and of the general outlook in Texas. Grain prospects are good this year, he said.

In a talk at the banquet F. E. Watkins told about the financial outlook in Ohio. At present they are not good, due to this being a presidential year. But the future looks far better.

Among the Texas visitors who registered were: O. E. Austin, Bushland; R. C. Ayers, Plainview; T. E. Arnold, Abernathy; J. A. Abernathy, Floydada; C. W. Boothe, Floydada; J. A. Birdsong, Vernon; Edward Balderston, Canadian; G. A. Barton, Lockney; Kent Barber, Fort Worth; D. I. Barnett, Miami; G. L. Berry, Wichita Falls.

J. M. Clement, Waco; J. H. Compton, Dallas; S. E. Cone, Lubbock; L. E. Cearcey, Canyon; N. M. Cisk, Canyon; T. F. Connolly, Clarendon; D. Connolly, Clarendon; T. H. Davis, Claude; W. H. Edwards, Floydada; D. C. Ewing, Shattuck; J. W. Elliott, Kress.

C. D. Ferguson, Fort Worth; Leslie Floyd, Lockney; J. G. Fisher, Vega; E. E. Fridley, Higgins; O. W. Green, Wildorado; Reuben Gischler, Friona; D. George, Miami; C. R. Holman, Lockney; E. W. Harrison, Hereford; Geo. W. James, Washburn; L. Johnson, Summerfield; G. M. Jones, Washburn; J. A. Kell, Wichita Falls; O. D. Kerr, Memphis; A. J. Keys, Lockney; A. P. Lister, Canadian.

A. C. Matthews, Kress; R. L. McClellan, Spearman; J. W. Matthews, Washington; L. C. McConnell, Pampa; J. W. Mytinger, Wichita Falls; J. E. McAvoy, Aiken; Carl C. Maurer, Friona; E. N. Noble, Tulia; J. H. Patton, Hereford; C. N. Slay, Groom; E. G. Shuhart, Dalhart; H. L. Stover, Waco; W. E. Semmans, White Deer; A. A. Walker, Hereford; J. B. Wallace, Plainview.

Substitute for the McNary-Haugen Bill.

A farm relief bill has been prepared by Senator Smith, of South Carolina, chairman of the interstate commerce com'te. This bill, says the senator, will solve the farm relief problem.

The Senator Smith would divulge no details the measure is understood to provide for the organization of Federal commodity marketing ass'ns with government charters. These ass'ns would be authorized to borrow money from the Federal Reserve Banks, using their commodities, wheat, cotton, corn, and the like, as collateral, under the provisions of the bill. They would be allowed to borrow up to 75% of the value of the commodities they control and would be given 2 years in which to repay. This is Senator Smith's way of using the Federal Reserve system to help the farmers.

"We have worked out a plan of permanent relief for the farmer," says Senator Smith. "We don't want something temporary. Our bill will enable the farmer to fix his own price and to market his crop when he sees fit."

Looking Forward.

[Abstract of an address by V. E. Butler before Oklahoma Grain Dealers at Oklahoma City, and Illinois Grain Dealers Ass'n at Springfield.]

In the first place I want to say that no man who operates a country elevator need fear that any system, regardless of what it may be, can destroy the usefulness of his plant or take the place of the service it performs in assembling, marketing, and distributing grain.

The grain dealers are in the position of a retailer with reverse English applied to the business, in that he buys in small quantities and sells or distributes in large quantities, and there is no way that this service can be performed so economically as it is thru a modern country elevator. We must concede that in the final test it is the cost of performing a given service and the quality of service, that is the determining factor in any business. And that in all the schemes of marketing, no effort has been made to supplant the country elevator.

New selling agencies may be established within and outside our terminal markets just as they have been in the past but the final test will be the benefit to be derived in dollars and cents by their use. There may be some grief while the test is being made but it should only resolve itself into a test in a competitive field and in the end the best methods will prevail thru the process of economic law of the survival of the fittest.

Buying Grain a Matter of Judgment.—In the matter of buying grain there has been but little change over a long period of time. It is largely a matter of judgment with the assistance of the brass kettle. The only change is the use of the moisture tester but the methods of selling have changed tremendously both as to the time required to complete a sale and as to the place where the grain is sold. We have progressed from the mail to the telegraph to telephone and I predict that before many years, the radio will be used to a far greater extent than now and will become a factor in speeding up selling.

Grain is now marketed in all directions outside our terminal markets and is now seeking markets more and more over the shortest route to consumers. The future development of our country as an industrial nation will intensify local distribution.

Market prices and market news are now disseminated thru many sources, including the radio and are often known by producers even before they are known to the grain dealer. Let me suggest that there is a tremendous waste in this item of marketing that could well be eliminated without injury to the interests of anyone connected with the trade, and perhaps for their benefit. The most of you are in receipt of a half dozen or more market circulars from each market, while one such circular would answer the purpose. It would seem that the duplication of circularizing the trade might well be converted into something from which the farmer might get direct benefits as well as the shipper. The lack of knowledge on the part of the growers of grain of the real functions of the Boards of Trade and Grain Exchanges, has been the cause of much of the discontent with our system of marketing. If the Exchanges would publish and take charge of the market circulars emanating from their market and utilize the space not required for market quotations and valuable market news with items on market factors and the usefulness of their exchange and then give such circulars a free distribution among farmers to a list furnished by local dealers they would be able to get information before the public that they cannot now because of the fact that they cannot find a publication that goes into the homes that will accept copy that puts the true facts of marketing before the public. In this day of rural free delivery of mail, the Exchange membership have it in their power to broadcast valuable information at no greater expense to speak of than they now maintain. There has been altogether too much mystery made of marketing through grain exchanges, which has given opportunity for loose thinking, and as a consequence, many misstatements which have been accepted as facts. Wide circulation of true marketing facts will nullify the effects of misstatements. Looking Forward, I predict that not far in the future some such plan will become workable and most effective.

Production is rapidly shifting due to the prevailing price for farm products during the past several years and it has been brought home to the producer that he cannot continue peak production of certain kinds of grain and procure a price that will cover production cost and show a profit. Under the stimulant of government activities to bring about diversification of agriculture it may be brought about more rapidly than we anticipate. In Minnesota an organization of business men have carried on a campaign for several years to induce farmers to diversify their crops but not much headway was made before private money interests under the urge of government, got behind the movement.

I am informed that this year's crop will show quite a radical change in the acreage used for crop purposes and that farm management will be along lines that will produce income thruout the year. This movement must be followed

thruout the whole country if farming is to be put back to a paying basis. The danger from the movement is that the change may be made too quickly and the markets may be glutted with products of diversification beyond the demand and prices may suffer declines that may be disastrous even to diversified farming. All farm soils are not suitable for such changes and great care should be exercised in advice to farmers. They should be and are best advised by experience to determine the changes they should undertake to bring their business to a paying basis.

Diversify in Grain Business.—In the future, it will become necessary that the grain man diversify his business. In proportion to the extent that diversified farming becomes a factor in his territory, to that extent should he enter into the handling of commodities suitable to the demand. Grain production may come back again but the chances are that it will not. If it does not, you at least will have a growing business.

Legislation for the relief of the farmer has been proposed along the lines of shifting the loss of farming onto the taxpayers of the country and toward a still further advance in the cost of living, apparently without a thought that the real basis for improvement lays in creating a greater demand for his products both at home and abroad.

There has not been a real constructive piece of legislation offered in congress that will create a better demand and the most of it has been for the purpose of creating more credit, which has been a curse rather than a benefit. Even the credit legislation does not reach the man who needs credit—the renter,—and he is the farmer who needs it if anyone does and the great renter class of farmers constitute fully 50% of our farming communities thruout the country. Nothing will help him but a better demand for his products so that he can carry on his farming operations upon his available credit which is very limited. He cannot diversify his activities because he cannot invest money or procure credit to purchase machinery to do so.

I am not going to touch upon the radical legislation that is and has been before congress because I believe we have passed the crest of the introduction of such bills. The most of them have been for political effect and I feel that with the campaign over with, legislation will take a turn and become more sane and more for the benefit of the whole country and not for the purpose of benefiting any particular class. I am firm in the belief that the farmers of this country are not so much interested in special legislation for themselves as they are in that great American principle of "equal rights to all and special privileges to none."

There is a law of compensation running thru the affairs of men that never fails, one of them is that any business founded upon prejudice or misrepresentation is not built upon a firm foundation and must fail. The same is true of laws as well as business. Therefore, I believe that the future legislation will be constructive and will be along lines of developing markets for our products and through that development will come better and better demand. The report of the Dawes Commission indicates that European countries are recovering from the intense hatreds of the war and have awakened to the idea that they must go to work if they are to survive. Some members of the Dawes Committee while in Berlin had access to statistics showing Germany's under-consumption of commodities of which formerly she was a large buyer from the United States. These figures were not included in the Dawes report, however, they give an indication of an increased outlet for American surplus products if and when general prosperity is restored. The under-consumption of potatoes is 18%, rye 40%, wheat 50%, barley 72%, oats 55%, meats 38 1/10%, rice 68 1/10%. These figures indicate the lowering of the average standard of living which has operated to remove a great buying power from the world's export market and the conditions prevailing in Germany also prevail in other countries of Europe, and in the correction of these conditions lays the first step of prosperity for American business, and American agriculture.

General conditions have been so uncertain, legislative action so radical, discontent so broadcast, criticism so severe, politics so erratic that business men have become discouraged and there has been a let down in the study of their problems and the care of property which is resulting in a rapid growth of failures and as always follows in the wake of such conditions, a corresponding increase in fire loss which increases the burdens of business.

Being interested in the welfare of the grain dealer, I never miss an opportunity to visit with him wherever I may be. Recently I visited such a dealer composed of a partnership both of whom were actively engaged in the business. This is what I noticed on the scale box in the office house as an indication of the condition of the owners. A hammer, coil of wire, box of nails, level, old tobacco box, tape line, scrap of iron, old auto license, hoisting pulley, stick of wood, piece of bag, cigar box filled with odds and ends, a bolt, leather strap, and a stone, all covered with an inch of dust. I was there an hour and a half

during which time they took in one load of corn and talked about the discouraging conditions in the grain business. I asked them why they did not clean up the house, the answer was that they would some day when they had time. They were good business men but had gotten themselves into a state of mind where they had lost interest in their business.

I wonder what this class of grain dealer can do for his community. I wonder if they can change their business methods to meet the future changing conditions. I wonder if we can expect a lower fire loss ratio or a lower insurance cost if this condition prevails in the minds of all grain dealers. I wonder if it is not this class of grain dealer that causes much of the discontent and criticism of marketing.

Looking Forward, I think I see a better future for the country grain business because better business conditions are just around the corner for the dealer who can adapt his business to the natural development of the times and the needs of his locality but to do this, we must take unto ourselves the recent message of President Coolidge. "We need a faith that is broad enough to let the people make their own mistakes. Let them come unto knowledge and understanding by their own experience. Little progress can be made by merely attempting to repress what is evil, our great hope lies in developing what is good."

On the other hand, the agricultural interests of the country needs to learn to divert their minds from the slogan of "Orderly Marketing" to one of "Orderly Production" which will result in placing their products in a buyers' market instead of a sellers' market, as they have been doing since war days. Then all will be well.

ILLINOIS BROOMCORN growers are forming the Illinois Broomcorn Growers Co-operative Ass'n with the intention of later affiliating with Oklahoma and Texas growers to create a national organization.

Canadian Grain Mixed During Export Thru U. S.

Some grounds for the complaints of British importers to the effect that Canadian grain, exported thru the United States, has been degraded by mixing is indicated in the report of Leslie Boyd, chief grain commissioner, and Geo. Serls, chief inspector, of the Dominion of Canada.

The complaints came from buyers in Liverpool and London and were made the subject of an exhaustive investigation by Mr. Boyd and Mr. Serls, an investigation which took these two officials to the ports in the United Kingdom and Europe, and to ports in the United States. Evidence was also taken in various parts of Canada. The British purchasers said that the grain bot by them according to standards of quality certified to by the Canadian Government, was found, upon receipt, to be actually of a grade lower than that given in the certificate. The standard had been lowered, apparently, by mixing with poor grain at some stage in transit. Having made his purchase under a Canadian certificate as to standard, the buyer had no recourse, and, quite naturally protested.

A widespread practice of dilution is not indicated by the report of the Commission. No complaints were made of grain shipped from Canadian ports, the inquiries were made at nine European ports. Some half-dozen complaints were made by London and Liverpool buyers. In each case the grain under suspicion was found to have passed thru the United States, chiefly by way of Buffalo.

Evidence taken in the United States secured no admissions, but the report shows the Commissioners believe there has been some mixing. This practice constitutes a danger to the prestige of Canadian export grain.

The *Montreal Gazette* says: "The only protection possible, apparently, is that which a tightening of the American customs and bonding regulations, or their more rigid enforcement, will afford. That is what the Commission, in its report, proposes and it suggests that the Canadian Government approach the Government of the United States, to that end. There does not appear to be any other way out of the difficulty, if the Canadian certificates are to govern and the buyer is to have no means of redress against those thru whose hands the grain passes after the grading has been done."

The Present Tendency of Legislation in America

Address by F. E. Watkins, Pres., National Grain Dealers Ass'n at Annual Conventions of Grain Dealers Ass'ns of Kansas-Oklahoma-Texas

Near the beginning of the present century and under the influence and encouragement of political leaders of both of the major parties the rapidly rising resentment of the American people against the real or imaginary abuses of the trusts was directed into channels of legislation which are causing most of our woes—political and social—at the present time. In those days of "trust busting" and "corporation baiting" was inaugurated the steady stream of laws, creating commissions and boards with funds and power to investigate, supervise, regulate and interfere with business in general, and, in many cases, to infringe upon the rights and privacy of the individual. This legislation was largely at the bidding of the agriculturists and for their alleged benefit, and today their self-appointed spokesmen, in addition to many duly elected representatives, are in Washington asking for more laws and more interference with business and more meddling with the free play of economic forces in spite of the increasing burden of taxation, of which they complain they are bearing more than their full share.

We cannot, however, hold the farmer entirely responsible for the orgy of legislation during the past quarter of a century in which we have seen so-called progressivism develop into downright radicalism. For, once started on this crusade to run everybody's business it seemed that without regard to race or color, whether rich or poor, religious or otherwise, businessman or day laborer, northerner or southerner, all were obsessed with the idea of "having the law" on some other person or group whenever a sufficient number of legislators could be found to lead the attack.

The idea that the government can manage the business of the individual better than the individual himself has had a very thorough tryout. We have piled commission on commission, bureau on bureau, and increased the personnel of our governmental staffs—federal, state and municipal—until creditable authorities estimate that there are on the public payroll 2,700,000 public servants, or one person out of every dozen over 16 years of age, gainfully employed. This is at least double the number of government employees of twenty years ago. Counting dependents, there are at least 15,000,000 people living on taxation, or about one out of every seven citizens. We rail at the standing armies of Europe but they are at least no larger than the standing army of government employees which we are supporting in this country. Incidentally the cost of all this bureaucracy comprises a large portion of our taxes which now approximate 15% of the total income of the nation. At the present rate of increase, it would not appear to be long before all of us will be making a very fair living collecting taxes from one another.

With the growing tendency toward control of business and individuals by such quasi-judicial bodies as the Interstate Commerce Commission, the Federal Trade Commission, the Tariff Commission, the Bureau of Efficiency, Bureau of Economics, and various boards to supervise the packers, future trading, and who knows what else, we have seen the drift of legislation in the direction of furthering the interests of certain classes. Measures of this character, of which the Adamson Law is a most glaring example, are largely responsible for the condition in which the farmer finds himself today and for the relief of which he is also asking for unsound uneconomic legislation in his behalf. We have again seen introduced in Congress the Norris Bill, a frank effort to inject the government into the business of handling grain and other farm produce—the Gooding Bill, an unadulterated price fixing measure—the McNary-Haugen Bill, equally a price fixing measure, carefully camouflaged, and also designed to establish the government in the grain business, by the back door, so to speak, but none the less arriving at the same point eventually as the Norris Bill. The effect of other bills such as the Curtis-Aswell Bill to unite all co-operative agencies in one big national organization, and the Caraway Bill to limit or abolish future trading, are of the same type in catering to class interest and in compelling the government to lend its aid, either in the form of influence or money, or both, for the benefit of a certain class, and to replace, not alone the grain business, but eventually all business. The agriculturist has been urged to raise something besides wheat and he is doing it, but in justice to a large majority of intelligent farmers, let it be said that they are opposing these legislative monstrosities individually and through their co-operative and other organizations, except in those sections of the country where radical thinking and un-American uneconomic experimentation in legislation have long held sway. Even in that section of the country, a wise observer has noted that

many a farmer has adopted as the shortest and best way out of his difficulties the old adage slightly modified to read "Early to bed; early to rise; work like hell and economize."

I am glad to assist in giving currency to a recent utterance of Mr. L. J. Tabor, Master of The Grange, the largest organization of simon pure farmers in the country, who said "Correction of the farmers' difficulties will be brought about through the application of sound economic laws—not by legislation or "regulation." His problems are economic and not political. Self help and not government assistance is what is needed." Evidently Mr. Tabor is not inclined to extend comfort or support to that crop of bureaucrats and self-appointed experts who, (for the most part without one penny invested in agriculture) are assiduously developing schemes to "farm the Farmer."

But the legislative mills do not grind only for the farmer, for the laws—they are as the sands of the sea in number. It has been estimated that, in the forty-three states holding sessions of their legislatures during the past calendar year, from fifty to sixty thousand bills were introduced, and over twelve thousand of these bills became laws. A large percentage of these legislative acts was aimed at the control of corporate or private business in some manner. These proposals embraced all the wild schemes of radicals and inept law makers and were either of an experimental nature or were purposely designed to hamper and even to destroy the effectiveness of our economic or social structure. In the 67th Congress, 21,071 bills and resolutions were introduced. Of this number 931 were enacted into laws, 655 being public and 276 private acts. In the last five congresses preceding the present one—3,417 laws were passed. With this stream of legislation—state and national—is there any wonder that knowledge of the law and its observance is waning?

To quote from a report of the National Industrial Council, "It has been truly said that we are lawed into existence and lawed through life and lawed out of it more than any other nation. We are caught in a maze of laws and regulations, enacted by agencies of city, state and national government. Those who view with alarm the present widespread disrespect and disregard for law may find the real key to the situation in the ever increasing volume of new legislation which has completely overwhelmed the courts, lawyers and people." This condition gives point to the incident of the American, swelling with pride as he approaches his native shores after a trip abroad and pointing out the Statue of Liberty to a fellow traveller—a Frenchman—who observes "We also erect statues to our illustrious dead."

Much of this repressive and oppressive flood of legislation is brought about by organized minorities, who coerce our lawmakers, many of whom seem lacking in "intestinal stamina," into working out their selfish aims. For concomitant with class legislation has come the Bloc, a group of insurgents elected on a regular party platform but refusing after election to abide by party promises or policies—representatives (but often, in the final analysis and in the truest sense, misrepresentatives) of a class, and frankly waving aside any responsibility to their own constituents, or to the citizens of the country at large, not of that particular class.

Legislation by the Bloc system has long been tried in France to the great detriment of that Republic. Blocs can only increase antagonism between classes and tend to produce still more Blocs to represent other classes until in time legislation becomes a matter of barter and trade and results in inability to fix responsibility for legislative acts. Under such conditions law making becomes a series of makeshifts and compromises in which the good of the citizenship as a whole is lost to view and can result only in stimulating class consciousness and class prejudice, thus causing increasing friction between groups of citizens and militating against a happy united and prosperous people.

The solution is to be found in education and the intelligent exercise of the franchise. We must agree with James Madison that "Knowledge will forever govern ignorance; and a people who want to be their governors must arm themselves with the power which knowledge gives." We have checked, probably for all time, undesirable immigration. Let us strive to elevate the standard of intelligence of the electorate and increase its knowledge of American ideals and the duties of a self governing people. Let us make it our business to choose and send to our legislature men who will stand for the ideals of the founders of our country and who will keep their pledge to maintain the representative form of government which

has enabled this Republic to become the greatest nation on the face of the earth.

Every American citizen must take more direct interest in his government than to pay his taxes promptly and very regularly and frequently and to buy his children a bunch of fire-crackers to celebrate the Fourth of July. And he is becoming interested in increasing numbers. The lines are drawn, the conflict is being joined between the forces of representative government on the one hand and mobocracy on the other. Let it not be said of this country, in derision, that a Republic is the form of government in which those who will not vote denounce the choices of those who do.

While voting alone does not discharge the full duty of every citizen, for he should concern himself with the business of the government throughout the year, it may be well enough if we start with the idea of exercising the franchise for which our forefathers labored earnestly even to the giving of their life's blood. The census of 1920 indicates that there were fifty-four millions of possible electors. In 1920, less than fifty per cent, or only twenty-six millions, voted in an important Presidential election. In 1922, in the congressional elections, this twenty-six millions had decreased to twenty millions. Is there a possible connection between this fact and the unsatisfactory performance of the present congress? In a recent Congressional district in California 30.2% of the registered vote was polled and a Congressman was elected by 10.9% of that total registered vote.

Wherein can we justify our claims for a representative government in the face of these figures. Shall we acquiesce in that statement of the cynic that "only half of the voters vote and generally the wrong half," or shall we do our part to correct this evident shirking of civic duty by a large part of our citizens.

THE FORMER French duty on wheat of 14 fr., i. e., 7 fr. multiplied by a co-efficient of 2, was by no means excessive, and was fully justified by economic conditions and the depreciation of the franc, according to the report of M. Joseph Bernier, who was appointed by the French Chamber to report on the bill abolishing that co-efficient on wheat duties. The government found, however, a reduction was necessary to avoid the charge of bolstering up speculators. Under these circumstances it was thought the Chamber should pass the bill abolishing the co-efficient. But it was also desirable to make an attempt to secure stability and security in the interests of the cultivator. Only in that way could a lasting improvement in the supply situation be attained.

Northwestern Grain Dealers Will Meet.

The Northwestern Grain Dealers Ass'n will hold its 10th annual convention at Many Glaciers Hotel, Glacier National Park, Montana, June 20 and 21. The meeting will be called to order at 9 o'clock a. m. in the convention hall. H. A. Noble will give the address of welcome and W. N. Smith will respond for the Ass'n. Following will be the Treasurer's annual report and a general discussion of crop conditions.

Charles Quinn, sec'y, Grain Dealers National Ass'n, Toledo, O., S. P. Arnot, executive vice-pres., Chicago Board of Trade, and T. W. Hall, pres. of the Minneapolis Chamber of Commerce, will give addresses in the afternoon. "Handling the 1924 Grain Crop," will be the basis of a general discussion by those in attendance.

In the evening round table talks and general discussions will prove of benefit to the dealers. Music and social features will offer diversion.

A. J. Ogaard, agronomist, Agricultural Extension Service, and Lee Dennis, chairman, Board of Railroad Commissioners, will give addresses in the morning session of June 21. John M. Davis, Chief Division of Grain Standards and Marketing, Helena, will give a talk on "Outlining Requirements by Department of Agriculture Relative to Handling Grain During the Season of 1924." A general discussion will occupy the time to 12 o'clock, noon.

In the afternoon open discussions will be led by F. R. Durant, Mgr., The Grain Bulletin, Minneapolis, and officers will be elected.

A banquet and music and social features will make the evening interesting. A business meeting of directors and officers will be held at the same time.

Fallacy of the Pooling Plan.

[From an address by A. L. Maltby, Elkhart, before Kansas Grain Dealers Ass'n.]

Numerous attempts have been made to organize the farmers of the country which eventually failed of their own weight without benefit to the membership of the organization. Some of these have been honest in their inception, based upon principles of economy while others have been fraudulent from the beginning with no motive other than self-aggrandizement, political or economic. It should be said of all however, much to their credit, that none of them asked the farmer to donate all but his wife and children to the support and welfare of the organization.

My interest in the subject began professionally when I was consulted by a client who had been invited to join the Oklahoma member of the Sapiro family of pools. He is one of the finest young farmers in our trade territory, a great big, honest fair-haired young man of German extraction. He wanted to know just what the contract which was tendered provided for his benefit and what obligations he assumed. I told him the matter was of great importance and asked him to leave me the contract for study. In a few days he returned and I told him what the contract meant; that he should turn over his entire crop to strangers several hundred miles away; that these parties would take it upon delivery by him and at that time accept his draft upon them "for any amount specified and determined by it," but I cautioned him of the legal distinction between the words "accept" and pay, and advised him that the pool would not be obliged to pay such draft. "But," my client interrupted, "the organizer says they will pay me sixty per cent of the market value of the corn at delivery, which will be at least sixty dollars per ton." "There is no sum fixed in this contract, nor is there any promise to pay this draft," I told him. He couldn't see why the agent had promised this payment if the contract did not so provide. I then went on and told him of all the powers conferred by him upon the ass'n, how it would deduct freight, insurance, interest, reserve, all over-head expense including cost of maintenance and last but not least "his (the grower's) pro-rated share of the funds necessary to create a reserve, equivalent to one class of its preferred stock annually, plus bonus, to retire the said class, and to pay the interest on advances and the dividends on all outstanding stock." My client gasped as I enumerated these deductions serially and said: "But, suppose I join and don't give 'em the corn." "All they can do to you," I said is to sue you for liquidated damages of forty dollars per ton for all corn you raise for five years."

Farmer Would Refuse to Sign if He Understood Contract.—I didn't need to advise this farmer what he should do, and I have had similar experiences with other farmers. I say to you without hesitation that if the farmers of America understood this contract that is being exploited by Sapiro and his gang, ninety per cent of them would refuse to sign on the dotted line. It is reasonable to assume that probably ten per cent of farmers as well as other people would do the foolish thing and join. I draw no distinction between farmers, lawyers, grainholders and others in this respect. I have quoted from the broomcorn growers' contract in these remarks but the other grain contracts are identical in principle and effect.

Broomcorn Pool Unjustified.—There was absolutely no cause or necessity for the organization of the broomcorn growers in 1923. The

1922 crop was a highly profitable one from both the growers' and the dealers' standpoint. The grower at Elkhart, Kan., received for his crop immediately upon delivery and in full in the fall of 1922 prices ranging from \$150 early in the buying season to \$350 later, per ton. The cost of production per ton that season was less than \$50 per ton and the yield per acre ranged from one-fifth to one-fourth per ton per acre. Old corn carried over for several years sold locally around \$250 per ton and the demand cleaned the country. And yet, gentlemen, organizers for Sapiro succeeded in convincing hundreds of growers that they had been robbed and should organize and get all there was in their crops. They however cited only the experience of a rising market and of course did not warn the grower what might happen if their crop should hit a descending market and of course the farmer doesn't ever think of that. And so, gentlemen of the convention, we have at Elkhart some first hand experience with Sapiroism. We of course do not know how the growers who joined will come out of the pool, how well the ass'n will handle the sale of their product, but we do know today that there are hundreds of honest, hard working farmers who are looking impatiently for the returns of their crops; we know their creditors, the groceryman, the hardware merchant, lawyers, doctors, hospitals, and the banker too,—are likewise impatient, and many of those creditors of these farmers who hold the mortgage on their homes and their lands refuse to wait longer for the interest and the taxes they have been obliged to pay and threaten to foreclose and some are foreclosing today against farmers who raised enough last year to pay out in full. We know that approximately a half-million dollars worth of brush was taken from our trade territory and to date we are shy approximately three hundred thousand dollars of the production value of our broomcorn industry around Elkhart. The Ass'n did not keep its promise to advance to the grower sixty per cent of the value of his crop, and altho the contract does not so provide, he is paying ten per cent interest on the draft he drew at the time of delivery.

Middleman's Profit Exaggerated.—The argument used to secure members to these pools principally is that the grower is entitled to the profit reaped by the middlemen. Of course, again, it does not follow that he is likewise entitled or deserves any loss. They harp on the huge profits reaped by the middlemen, and rage about his profiteering custom. The whole argument is based upon the false assumption that each and every middleman between the grower and consumer makes a profit, and for illustration to the prospective customer, they trace a car of wheat for example from loading point to the mill and every time that car is diverted they falsely and mischievously represent that a profit has been made. The argument is subtle and effective because the farmer knows nothing about other than local marketing, and he swallows the poison. It never occurs to him that there is a risk involved in every such transaction, sometimes a profit and sometimes a loss, that more graindealers go broke and recover than any other class of merchants. He does not realize that marketing requires great expertness and experience to be profitable and oft times these fail and heavy loss is suffered. If a clerk in a bank tries farming in a community, all of his neighbors ridicule him because of his lack of experience but the average farmer, according to his own estimate, cannot understand why he couldn't clerk in the bank or buy and sell grain for the world market as well as any of you gentlemen. I wish to make the point,

Mr. Chairman, that the so-called middlemen's profit which seems to be the very corner-stone of all of this agitation is not the villainous factor it is represented to be. It is plain deception to argue that every time a car of wheat changes hands, another profit is accumulated to the cost to the consumer. All lines of merchandising involve risk of loss as well as opportunity for profit, and the grain buying industry is certainly no exception. Indeed, as you all well know, it involves greater risk and hazard than any other line of merchandising because of greater uncertainty involved in ascertaining concrete information affected by the law of supply and demand.

It is no flattery for me to say, gentlemen, that you are a part of the most highly developed system of marketing specialists in the world, and your knowledge of the grain markets of the world could not be obtained in a Ten Thousand Dollar college education nor a thirty-year experience producing grain on a farm. I submit therefore that we have in America a highly competitive system of marketing for the grain products of the farm, and one that if left to operate without interference of exploiters of the Sapiro type, will take up the jolts of market fluctuation and actually protect the producer from their effect. For instance and illustration, you buy and sell grain on delivery and also buy and sell on future delivery and can thus protect not only your investment but the market to the farmer in your locality.

The pool is a mere selling agency and cannot function for its members without assuming all the risks of the business which the gentlemen of this convention assume. In other words, the farmer who joins this pool enters the realm of speculation and must rise or fall with the market. In addition to the risks of market fluctuation, he assumes the risk of bad management on the part of officials of the pool who do not have one cent invested in the business and who can play with his money and crop as if they were marbles.

Forcing Farmer into Pool to Get Loan.—One of the most important questions in my mind is why the farmer's local bank has not been able to loan him money on his crop when harvested and thus enable him to hold it for better price, while by joining one of these pools, money seems plentiful to loan to him on his product. It would seem that security is security; if his crop is good security for the Federal Intermediate Credit Bank to loan upon thru a pool, why is it not good security for a member of the Federal Reserve system of banks? Yet that has been the situation, and I personally know of a bank who advised his customers to join the broomcorn pool, and I am morally certain that he did so in order to enable them to get loans on their crop which he was not able to carry longer. I cannot condemn too vigorously a system that forces farmers into such pools in order to get a little credit, and I think it should be corrected. I don't want the farmer to lose his business standing in the community; I don't want him to be mere brawn. I think he should read more and keep informed on crop and market conditions so that he can be full master of all he surveys, proud of his industry, stalwart in his independence worthy of the respect of all. He wants no subsidy, but only a square deal on the markets, and I believe if he is fully informed of the pool contract before he signs, he will refuse. I don't need to urge you men to give him a square deal when he comes to market—of course you will. Successful business is based on square dealing, and the crooked sooner or later fail.

Officers and Directors Illinois Grain Dealers Ass'n, 1924-5.



Left to Right, Standing: Directors Frank Ware, Harold Meents, B. P. Hill and E. M. Wayne. Seated: Director E. E. Hamman, 1st V. P. A. C. Koch, Pres. C. E. Graves, Sec'y W. E. Culbertson and Director L. W. Rallsback.

Is the Grain Business a Crime?

[From address by M. Bartlett of Norwich before Kansas Grain Dealers Ass'n.]

From what certain people say, it looks like the Grain Dealer is a criminal.

Is It a Crime?—for any man to expect and to receive a just compensation for his endeavors?

Is It a Crime?—for a grain dealer to build a modern elevator and to receive a fair return on his investment?

Is It a Crime?—for this grain dealer, to buy from his customers, one wagon load or one hundred wagon loads of wheat, paying out his good earnest money, and then to receive a margin of profit for this service?

Is it a Crime for a grain dealer to assume this ownership, thereby assuming all liability and expense, and then to be able to secure a profit above his cost?

Is it a Crime for a grain dealer to put twenty or twenty-five years, of the best of his life into the building of his business, endeavoring to please each and every one of his customers; and then to have some two-bit politician and half breed Bolsheviks proclaim to the world that he is non-essential, a mere parasite?

Men in other lines of business, such as bankers, merchants, wholesalers and retailers, conduct their business for a profit.

Why then should we, as grain merchants not be entitled to a fair margin of profit, for rendering a real service? Why should we be known as a parasite, a leach or some other blood sucking animal, that supposed friends, of the farmers call us?

Any man, in any line of endeavor, when he performs a real service, is entitled to a just compensation for his efforts, and when he is not, I, for one, am ready to get out of that particular line of business. Bear with me, while I very briefly summarize the rough road that the grain dealers have had to travel, for the last few years.

For some years the great Boards of Trade throughout the U. S. have been looked upon with suspicion and have been investigated time after time by Federal authorities and the Federal Trade Commission.

At times, possibly, some one in the grain trade may have tried manipulation of the future markets, but such action has always proven disastrous for the one attempting it.

Finally two of the bright and shining political lights of Kansas, framed and had enacted into law, the Capper-Tincher Future Trading Act, which legislation, did not secure the desired results for the wheat farmer, but rather the reverse condition: driving the speculators out of the future markets thereby making them a very narrow affair, hence impairing their hedging value for the handlers of cash grain. I beg to refer, to a statement made some time ago, by Mr. Marcy of the Armour Grain Co. saying, "That to revive the grain trade, the Capper-Tincher Act, must be amended." Thus again, we see the costs of petty politics, in tinkering with the functioning of our greatest marketing system.

From our fair western state, whose shores are washed by the waters of the mighty Pacific, hales now, the Master Mind, of Co-operative Marketing, one Aaron Sapiro—General Counsellor for the Nat'l Co-Opt. Wheat Marketing Ass'n.

Who is the National Co-Opt. Wheat Marketing Ass'n? Merely, a group of men who have formed this association from a purely monetary standpoint. Men who saw that the time was ripe to launch a gigantic proposition, in interest of the farmer, when he was in a mood to try out any wild scheme, for his particular relief. Relief, from an economic condition that was the aftermath of our great world war.

The farmers greatest enemies today are those who, posing as his friend and benefactor, lead him to believe that his particular troubles can be solved by political measures, rather than through the necessary economic adjustments, such as all other lines of business have undergone.

Let me bring to your attention at this time a newspaper sheet, with the pictures of all these friends of the poor misguided farmers. First, we have Aaron Sapiro, and his two right hand men, ex-Gov. Lowden of Illinois and Gov. Davis of Kansas, with several other celebrities of known and unknown qualities.

Gov. Davis has not only gone all over Kansas making speeches, in behalf of this movement, but the Wheat Growers' official paper says he has obtained some ten signatures or more on their contracts.

I am a Kansas Democrat, but am certainly disappointed that our Kansas Governor has let himself be either mis-led, mis-informed or sold his political integrity.

These are the men who say, "That the Grain Business is a Crime." These are the men who would dispense with your service and my service, as handlers of grain. These are the men who would jeopardize the elevator property of all the grain dealers of Kansas, and men of like caliber who are sponsoring this same movement in other states.

The present McNary-Haugen bill: This is one of the most vicious and far reaching acts of legislation that could have possibly been dealt the grain dealers of our great country. It is needless for me to go over this bill as you are acquainted with its provisions.

Suffice to say, however, that its real intent is to put poor Old Uncle Sam in the grain business and to furnish numberless positions for political distribution, and to sack our treasury, to the extent of some \$200,000,000.00 or more. Have we enough real statesmen still left, at our seat of Government, to overpower this act?

It is my earnest hope, that finally from out of all this turmoil and class legislation, our senators and congressmen will devote their time and talents to building up our nation's trade, instead of tearing it asunder, and that at last our grain business will be permitted to function, as of yore.

Value of Grain Cleaning in the Corn Belt.

BY ROBT. H. BLACK, U. S. DEPT. OF AGRICULTURE.

The value of cleaning grain in the corn belt has not been emphasized because there are not nearly as many weed seeds found in the corn belt grain as in the Central Northwest. One of the reasons for the small amount of weed seeds in grain in Iowa and the neighboring states as compared with the spring wheat belt is that greater care has been used in cleaning the seed grain used in the corn belt. Another reason for the small amount of weed seeds in the corn belt is the better methods of cultivation which are used.

Ordinarily the farmer in the spring wheat belt saves only enough grain for his seed requirements. Often the spring wheat farmer must sell early in the fall all of his surplus grain that is not needed for seed so as to get cash to pay his current expenses. This means that when seed cleaning time comes an effort is made to save all of the wheat, oats, or other small grain and only take out the weed seeds. In attempting to save all of the grain, it is impossible to take out all of the weed seeds. Investigations made the past four years indicate that an average of about 2% of weed seeds is sown with the small grains in the spring wheat belt.

In the corn belt, however, the farmers ordinarily save much more grain than enough for their seed requirements and are able in cleaning for seed purposes to select the best and cleanest grain for seed purposes. In other words, the corn belt farmer in cleaning his seed grain usually uses a heavy blast and larger seed screens and in this way takes out not only the weed seeds but also the immature, shrivelled and diseased grains.

The yield per acre of any kind of grain depends upon weather conditions, soil fertility, and above all else upon the variety of the seed and the purity of the seed grain and the freedom from weed seeds. Weeds growing in the fields cut down the yield of any grain to a large extent because they shade the ground, take up space which should be occupied by grain itself and sap the moisture and fertility from the growing grain.

Using corn as an example, let us suppose that you sell 10,000 bushels of No. 2 yellow corn to arrive. To deliver corn at the sale price without a discount, you must deliver corn which is cool and sweet and which contains 95% yellow kernels, which weighs 53 pounds per bushel, does not have over 15% moisture, nor over 3% of foreign material and cracked corn, and not over 4% of damage. Let us suppose that the corn which you deliver meets all of these requirements except that it is slightly under the required test weight and contains 4% foreign material and cracked corn. The question then is: will you accept the discount which may be 2c per bushel, or will you run the corn over the cleaner to raise the test weight, by taking out the lightweight chaff, and pieces of cob and in so doing also remove enough of the foreign material so that the corn will grade No. 2.

In cleaning to make a grade, it is well to remember that whether you are cleaning corn, oats, or any other grain, that it is best to first remove those lightweight materials, such as chaff and lightweight weed seeds which will improve the test weight and appearance of your grain and reduce the total foreign material and then if necessary to remove such additional heavier foreign material as may be necessary to make the grade.

Cleaning may also be a valuable aid in keeping wet or damaged grain from going out of condition. Running grain over the cleaner in a thin stream and under favorable weather conditions has about the same effect in lowering moisture as elevating and dropping the grain twice, but the largest benefit in running damp or heating grain over the cleaner is to remove the chaff and other foreign material which often causes grain to heat. Grain which is full of foreign material, whether it be chaff or weed seeds or pieces of wet cob, heats much more readily than clean grain.

Mixing Corn with Dry Oats.—It is a common custom in Northern Iowa and Southern Minnesota where corn of high moisture content is often encountered to mix the corn with dry

oats and after a few days to separate the oats out of the corn. This allows part of the moisture to pass into the oats which usually have less moisture in them than is permitted by the grades and at the same time lowers the moisture in the corn so that it will usually grade better and have better keeping qualities. This mixture of corn and oats can then be run over any cleaner which is equipped with the proper sieves and the oats separated.

Buying Grain after Cleaning.—Many elevators equipped with cleaners East of the Mississippi, particularly in the Southern states East of the Mississippi buy their grain only after it has been run over their cleaner. The screenings are returned to the farmer and the clean grain is purchased on the basis of whatever it grades. This procedure is possible and has been found profitable by those elevators which do not handle large amounts of grain and are so equipped that they can do the cleaning while the farmer waits. It is probable that this same procedure can be used in many parts of the corn belt. This separation of the screenings from the grain at the time it is purchased serves two purposes. In the first place, it shows the farmer the large amount of weed seeds which he is raising and in the second place, it gives the elevator operator a much better class of grain to handle and in all events, eliminates the customary dispute as to the amount of dockage which may be in the wheat or the amount of weed seeds which may be in the other grains.

These screenings which are removed can be used by the farmer for feeding. The United States Department of Agriculture is preparing information on the subject of the use of screenings for feed and copies may be secured by writing to the United States Department of Agriculture, Washington, D. C. In many cases, it is advisable that the poor quality of wheat or other grains which might otherwise be shipped out of the community be used for feeding locally and be marketed in the form of livestock, or as dressed meat.

Different kinds of weed seeds are found in different localities. In the spring wheat belt, wild oats, are the most common and they have cut down the yield to a great extent. In Kansas, according to the last issue of one of the trade papers, many fields have become so badly infested with bindweed that it is almost useless to plant small grains in these fields. There are weed seeds, such as foxtail and mustard, which are common throughout the entire United States. Different types of cleaners are best suited for removing the different types of weed seeds, but it is probable that the cleaner which you have in your elevator will remove most of the weed seeds in your locality without excessive loss of grain. It is simply a matter of securing the proper screens for the purpose. The round hole perforated sieves are most common and are used in different sizes for making most of the separations, but for separating such weed seeds as bindweed, or wild buckwheat, and morning-glory, the triangular perforation is used to prevent a wastage of grain. For separating chaff from wheat, quack grass from oats, or oats from corn, oblong perforations are used. For some purposes and under certain conditions, the wire mesh sieves are preferable to the zinc perforated sieves.

There are a number of special cleaners, described in Farmers' Bulletin No. 1287, published by the United States Department of Agriculture, which are used for separating cockle from various grains and separating mustard and other kinds of weed seeds from all kinds of grain. Copies of this bulletin can be secured free of charge by addressing the United States Department of Agriculture, Washington, D. C.

There are many uses for grain cleaners. I have mentioned only part of the uses which are applicable to your own conditions. Perhaps you have a cleaner which is not in use, but which could be used to very good advantage on some of the grain which you ship or which you sell locally. If the cleaner is worth the space which it occupies in your elevator, it should be overhauled every summer, the sieves carefully examined and new sieves which may be needed ordered. Every elevator owner finds a use for a cleaner at sometime so that it pays to keep the cleaner always in working order.

Managers' Club Meets.

The Managers' Club of the Farmers Grain Dealers Ass'n held its annual meet at the Boody House, Toledo, May 15. About 30 managers and directors attended. L. J. Ducat, Sugar Ridge, O., presided. General sentiment was against the interference of Congress in the farmers' troubles. Rush Croninger, Grand Rapids, O., considered the present marketing system the best devised, and praised the Toledo dealers.

Luncheon was served in the main dining room after the morning session. The afternoon was devoted to talks by the managers. Many experiences with the various phases of the vocation were recounted.

Several meetings will be held during the summer months when business will permit.

Transportation Problems.

[Abstract of an address delivered before the Kansas Grain Dealers Ass'n by W. B. Lathrop of Kansas City, Mo.]

Transportation enters into the life of every business, but in no other business is it so intimately connected as with the grain business. Proper freight rates, low enough to avoid interference with free movement properly related, are absolutely essential to the successful handling of a grain business.

In practically all transportation matters each market is exceedingly jealous of anything the others may get from the railroads in relation to rates. Many bitter struggles take place over these questions. So keenly have the members of the Kansas City Board of Trade felt concerning this matter that they have organized a transportation department for the sole purpose of bringing about the most favorable transportation arrangements for the securing of grain from the fields of the west through the Kansas City Market to the consuming territories. The cost of this department is quite heavy but we feel that it is absolutely essential to our welfare, and incidentally to yours. While our department was organized and is maintained by the Board of Trade primarily for the protection of the interests of the Kansas City market, there is such a close relationship between Kansas City and the territory that it serves that in protecting our own transportation interests we are likewise protecting yours.

To Get Cars for Shippers.—Arrangements have been made to facilitate the bringing of complaints by shippers against the carriers when they feel that they are being discriminated against in the distribution of cars or when they feel that cars are being improperly allocated between territories. It is expected that in times of car shortage this arrangement will provide a proper and adequate remedy for many of your troubles. We feel very hopeful about the future usefulness of these advisory boards and hope that you men will take an interest in them and further their usefulness in every way that you possibly can. At a meeting of the Board held in April we called upon the carriers for a statement of their plans covering the furnishing of equipment for the handling of the new crop of wheat. The railroad officials reported that some odd 15,000 box cars had already been brought in position adjacent to the wheat fields of Kansas where they could be quickly utilized, and that the wheat carrying lines in the territory were receiving their equipment back from connections so that by July 1st they felt that a very adequate supply of box cars would be available.

Through these boards we hope to keep in such close touch with the American Railway Association and put such pressure on them that material aid in the securing of such advance supplies of grain cars, and a continuing supply of cars thereafter, will be the result.

In the matter of freight rates, our interests of course primarily are in securing the best and most favorable adjustments possible for Kansas City, but such adjustments redound to the benefit of the territory served by Kansas City in practically every case. Illustrating this: It hasn't been very long ago since the transportation department cooperating with your worthy secretary, Mr. Smiley, spent considerable time at Galveston over a complaint filed by the Galveston Chamber of Commerce in which they sought preferential rates from all territory west of the Missouri River to Galveston. The result of the complaint had they been successful would have been to close all the other Gulf ports to you. As you know, when grains moving for export in volume congestions at the Gulf are more the rule than the exception, and concentration of the big percentage of winter wheat exports at Galveston could not help but be harmful both to you and to us.

More recently we presented a complaint before the Interstate Commerce Commission which brought about quite a favorable rate to Duluth on grain originating in this territory, and this naturally helps us and incidentally it provides a broader outlet for your grain and helps you. You probably recall some odd three years ago a reconignment charge in force at Kansas City which was of necessity charged back to the shipper. This charge, of course, was distasteful to us, largely on account of the increased cost to our customers, naturally any charge tending to increase the cost of marketing cannot help but be distasteful to the shipper. After a great deal of effort we succeeded in having the charge abolished.

Later the railroads sought to make a charge for the holding of a car for the purpose of securing inspection. A very vigorous fight was waged before the Interstate Commerce Commission over this charge and it was not allowed to become effective.

The protein test from now on is to be a part of the wheat business. It has been forced upon the grain trade by mill buyers who quite naturally dislike the idea of purchasing wheat on a premium basis without knowing definitely the quantity of protein contained therein, this resulting from the fact that the larger baking interests of the country now do business on quite a scientific basis and demand a guaranteed protein content in their flour purchases. The present rule at Kansas City governing the retention of cars for inspection is one obtained

after a great deal of effort on the part of the Board of Trade, and at the time was entirely satisfactory and a marked improvement over the old rule. It embodied a new principle, that is, a rule whereby demurrage should not begin to be computed until after the grain had actually been graded and the sample delivered to the receiver. The effect of this rule was to speed up the handling of cars and very considerably reduce the amount of demurrage paid in this market.

Demurrage Due to Protein Test.—However, since the rule was adopted trading in wheat on a protein basis has brought about a very decided change which is resulting in a good deal more demurrage than heretofore. This grows out of the fact that a protein test is not a part of the Government grade standards and that the grade is reported and free time under the demurrage rule starts to expire before a protein analysis can be obtained. If the car is disposed of and ordered the day of its arrival, providing the official inspection is made before eleven o'clock in the morning, then no demurrage is assessed, thereafter demurrage accrues. But many cars are inspected by the departments and the samples delivered too late to permit the protein test being obtained and the car disposed of before this demurrage accrues.

We have in conjunction, again, with your Mr. Smiley, taken this matter up actively with the railroads; have held several conferences with them, various proposals and counter proposals have been made, and while as yet we have been unable to arrive upon the exact terms of an equitable arrangement we feel that the prospects are very good for relief from this rule, and we believe will result in the saving of a great deal of the demurrage now assessed because of this delay, which under modern methods of trading is unavoidable.

Right at present our transportation department is engaged in quite a big rate scrap involving grain rates from this territory into the States of Arkansas, Louisiana, the Mississippi Valley and the southeast.

A Handsome Concrete Elevator.

It must be admitted that flour millers as a class are more appreciative of the best there is in construction and equipment of their plants. They therefore give more encouragement to the

designers and builders of their grain storage facilities. The new elevator of the Cowgill & Hill Milling Co., at Carthage, Mo., is very pleasing to the eye, there not being the slightest crack in any wall, the material used in the concrete having been of the best and mixed in proper proportions.

The grain elevator is distant 50 feet from the flour mill, power being transmitted from the mill by a shaft carried on overhead structural steel supports. The prime mover is the water wheel in the mill. The shaft entering the elevator is driven by a double strand roller chain made by the Link-Belt Co., taking power off a roll shaft in the mill. From the main shaft in the elevator power is transmitted to the cupola by manila rope. All the separate units in the elevator, such as belt conveyors, receiving separator and power shovels are driven from line shafts by leather belts. Each different unit of power is provided with friction cut-off coupling, making it an economical plant to operate.

The elevator is equipped with a complete set of tempering bins for the 600-bbl. soft wheat mill, each bin being provided with a feeder, which gives an ideal arrangement for blending the milling wheat as desired. The storage capacity of the elevator is 200,000 bus.

The working house is 18½' x 36', 127' 6" high from basement to roof. Storage tanks consist of eight circular tanks 16' in diameter by 80' 6" high, with eleven interstice bins, making a total of nineteen bins. All concrete walls being 6" thick. The foundation under the tanks is what is known as a double slab proposition, with openings in the walls above the grade line for light and ventilation. The conveyor belt gallery over the tanks is built entirely of

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200,000-Bu. Reinforced Concrete Elevator of Cowgill & Hill Milling Co., at Carthage, Mo.

Seeds

MILWAUKEE, WIS.—Sidney Courteen, of the Courteen Seed Co., has been elected to the board of appeals of the Milwaukee Chamber of Commerce.

TROY, N. Y.—The Eastern Hardware & Seed Corporation has been incorporated by F. B. Peck, H. B. Mack, and T. C. Adler, to deal in seeds, etc. It is capitalized at \$20,000.

EL PASO, TEX.—Harry Sunfield resigned as manager of the Quality Seed & Feed Co., May 1. His future plans have not been disclosed tho it is understood he is considering several eastern offers.

VERNAL, UTAH.—About \$3,000 worth of machinery and equipment will be fitted up for an alfalfa seed cleaning department in the mill building of the Vernal Milling & Light Co., according to recent reports.

SUDAN GRASS and soybeans, if sown in the proportion of 1¼ bushels of the latter to 10 pounds of sudan grass makes an excellent hay mixture. It is palatable and nutritious and is more easily cured than soybean hay alone.

THE EXPERIMENTS seeking smooth-awned, high-yielding barley have been successfully completed and the new variety is called "Velvet," according to Dr. H. K. Hayes, in charge of plant breeding work at the Minnesota Experiment station. No seed is available for distribution this spring.

TOLEDO, O.—Clover seed market has ruled firmer this week with fair demand for October. Offerings continue light. There is a little demand for prime clover but the stock seems to be resting in good hands. Market will probably move within a narrow range until the crop scare season arrives.—C. A. King & Co.

DES MOINES, IA.—The Iowa Seed Dealers Ass'n will hold its annual convention at the Savery Hotel, in this city, on June 13. This date has been selected because the National Peony Show will be held on the 3 days following and a large number of the Iowa dealers will want to attend.

FORT COLLINS, COLO.—The Colorado seed laboratory recently completed 350 tests of field corn and found the average germination to be 79%. Of the 350 samples tested 67% tested above 75% in germination and 7% tested 50% or below. Seed corn samples from some parts of Colorado were uniformly good. Samples from other parts showed the ravages of the past winter's cold.

IMPORTATION OF 10,000,000 pounds of clover seed is necessary to make up the deficiency in domestic production. Where winter conditions are not so severe, or snow covering has offered protection from the cold, foreign clover seed, other than Italian has done fairly well, say Dr. A. J. Pieters and Edgar Brown, of the U. S. department of agriculture, who have directed extensive experiments in clover growing.

AUGUSTA, ILL.—Nine bushels of clover seed, valued at about \$100, was taken from the warehouse of the Plymouth Farmers Elevator Co. during the night of Apr. 20. The thieves evidently knew the location of the clover seed which was partly hidden by sacks containing other seed, which was not disturbed. Manager Atyeo is offering a reward of \$35 for the arrest and conviction of the robbers.

MONROE COUNTY, Michigan, is one of the leading alfalfa seed producing countries of the United States, according to the Michigan Agricultural College, producing about 12 carloads of seed yearly. Most of this seed traces back to an original strain grown by Clement Le Beau more than 37 years ago. During the past 3 years farmers in this territory have been producing alfalfa seed in large quantities for commercial sale.

THE MICHIGAN bean crop, between Oct. 1, 1923, and Feb. 29, 1924, moved in 5,089 cars, according to the figures given by C. S. Benton, manager of the bean department of the Michigan Elevator Exchange. Cars taken in locally at terminal markets numbered 145. These are not included in the former figure. This makes a total of 5,234 cars shipped during the time mentioned.

THE CLOVER market is in a rut. Trade is extremely light. Number of reports are being received of winter killing in Ohio, Indiana and Illinois and also the Far West, but these reports are not followed up with buying orders. Very poor demand for cash seed, except at a big discount under the October. The timothy market is weak, with cash demand very poor. Iowa is complaining about condition of the crop due to lack of rain. We feel that timothy should be bought at around present levels.—C. A. King & Co.

LESPEDEZA, or Japan clover is expected to be heavily sown in the blue grass region of Kentucky this year. This variety of clover will double the amount of pasture obtained from a field and the original cost of sowing is very low, according to R. Kenny, crop specialist of the Kentucky college of agriculture. It can be grown on poor soils, does not require inoculation or lime, and is one of the only plants that can be sown on old pasture without any working of the soil or covering of the seed, yet producing a good stand.

MINNEAPOLIS, MINN.—It is difficult to make comparisons of linseed figures because last year, during June, July and August, large quantities of Argentine seed were shipped as far west as Minneapolis, with the view of supplying the consuming trade with oil. This resulted in heavy loss to the crushers and we doubt if Argentine seed this year will be shipped west of Buffalo. Mills in that section will be mostly closed in June and the oil demand largely supplied by New York Harbor Mills.—Archer-Daniels-Midland Co.

A NEW variety of oats, called "Gopher Minnesota No. 674," has been developed by the plant-breeding nursery of the University of Minnesota. "Gopher oats is especially adapted to southern Minnesota," says Prof. A. Boss, vice-director of the Minnesota experiment station. "It is high yielding, matures early, and has straw that will stand up when other oats would be lodged. It is white in color, which is another factor in its favor." The seed will be parceled out this spring only to those who promise to sow it on clean land for seed purposes, there being only 150 bushels available for planting at this time.

LOUISVILLE, KY.—The activities of the Blue-grass Growers Co-operative Marketing Ass'n are expected to cease on June 1, when the contracts between the Ass'n and the cleaners thru which the seed has been marketed, will terminate. Leading cleaning companies declare their intention of operating independently during the coming season. It is said that the cleaners never willingly contracted with the pool and did so only at a time when they were compelled to accept the Ass'n's ultimatum or have the pool install its own cleaning plants. They consider the pool no longer strong enough to bear the expense of installing cleaning plants for handling the 1924 crop of seed, particularly since there would be plenty of competition in buying.

TOLEDO, O.—Clover seed ruled higher during the week. Some trading in cash seed. Good demand for October with a more active trade. We have been receiving some crop damage reports due to winter killing. These have been accompanied with buying orders. Conditions of meadows and hay in Ohio and throughout the U. S. lower than last year. Present prices for clover are low compared with the extreme prices that prevailed during the war. They are high compared with pre-war years. Much of the acreage was sacrificed to grain crops during the war. In pre-war years only twice did October sell above \$12.00. That was in 1922

and 1912. Following the war October reached the high of \$35.72½ in 1919. During the war the high on October ranged from \$1.20 to \$24.00. Last year it covered a range of \$10.50 to \$15.65. The high was made in September and the low in February. The range this year has been from \$11.20 to \$12.65.—Southworth & Co.

COLUMBUS, O.—The executive com'te of the Ohio Seed Improvement Ass'n recently met here and decided to impose a \$5 membership tax in addition to the \$6 field inspection fee paid by the members last year. Certifying for sale by the individuals of the ass'n such seed as came up to quality standards will continue to be the leading policy of this organization. But with the additional funds available from the membership tax it proposes to hire a field secretary to help get farmers with seed into direct touch with farmers who want seed. The ass'n further proposes to authorize certain seed merchants in various parts of Ohio to handle ass'n-grown seeds, in sealed bags, the ass'n retaining right of inspection over the seed bins of the distributors.

Kansas Subscribers to Seed Fund Will Profit.

The published figures for the wheat prospects in southwestern Kansas counties indicate a handsome profit to those who subscribed to the fund with which the farmers in that territory bought seed last fall.

Last year's wheat crop in that section was a failure. It proved extremely difficult to secure enough seed for the new planting. Several agencies, in a spirit of public service, became interested. A com'te consisting of J. C. Mohler, pres., sec'y Kansas state board of agriculture; E. J. Smiley, vice-pres., sec'y Kansas Grain Dealers Ass'n; F. M. Bowman, assistant sec'y Kansas Bankers Ass'n; C. V. Topping, sec'y Southwest Millers League; H. M. Bainer, director Southwestern Wheat Improvement Ass'n; and two others, was organized to raise funds with which to buy seed wheat for the farmers. They made an appeal for funds to be paid back by a crop sharing plan.

The boards of trade at Kansas City, Wichita, Hutchinson and Chicago, and banks, mills, implement manufacturers and wholesale houses responded. Collections amounted to \$138,507, which was \$45,275 more than was needed. A total of 72,217 bushels of wheat was purchased to seed 98,227 acres in 13 counties of southwestern Kansas. Returns, it is conservatively figured, are indicated at about \$230,000 on the \$93,000 used.

One-fifth of the crop sown on this plan will go to the individuals or institutions financing it, under certain contracts which provide that a guaranteed minimum yield of five bushels an acre must be produced or the contract is annulled. The May 9th report of the state of Kansas indicates a yield of 14.25 bushels an acre.

The com'te is making a special effort to organize the growers to whom the seed was distributed and to arrange for the collection of the subscribers' share of the crop. Arrangements are being made for a meeting at Dodge City, Kan., the early part of June, when definite plans will be made for harvesting, storing, and threshing the crop. The com'te has full charge and is responsible to the contributors.

WASHINGTON, D. C.—The European corn borer has spread further in New England. Bennington and Pownal townships in Bennington County, Vermont, have been declared infested by the Sec'y of Agriculture and have been added to the quarantined area. A revision of the quarantine, effective May 1, adds infested territory in Maine, Massachusetts and Ohio. Spinach has been eliminated from the articles that are subject to inspection and certification as a condition of shipment because most of the crop is shipped north and east from Boston and practically none of it goes south and west.

Standard Weight Supervision.

[From address by J. A. Schmitz, Weighmaster Chicago Board of Trade, before Western Grain Dealers Ass'n.]

"Standard Weight Supervision" was not officially defined until Sept. 25, 1918, when the "Weighmasters' Scalesmen's Conference," comprising the principal terminal grain weighmasters of the country, and the committee on "Grain Weighing" of the National Scalesmen's Association, adopted recommendatory "Standards" to govern weighing supervision for the guidance of the grain trade. This resolution, defining recommendatory "Standards" is as follows:

"Whereas, The question has often been asked, 'What is Standard Weight Supervision?'; although the answer to the question, one would suppose, is the weight supervision that is provided at the terminal markets, yet, according to the evidence given at the I. C. C. hearings on claims, it would appear that such is not always the case; and,

Whereas, Under these circumstances, it is incumbent upon those interested in grain weighing, and those who have the matter of correct weights at heart, to define what constitutes "Standard Supervision" in order that inadequate supervision cannot possibly masquerade as "Standard Service," and thereby throw discredit on efficient and properly conducted weighing supervision. Therefore, be it

RESOLVED, That it is the sense of this meeting that "Standard Weight Supervision" shall be defined as follows:

(a) Supervision (direct) by impartial weighers receiving no remuneration whatsoever from the parties owning or operating the scales used in determining the supervised weights, or owners of the grain.

(b) Supervision sufficient to assure intelligent inspection of all cars inbound and outbound, and the delivery of all grain from car to scale, or from scale to car, as the case may be.

(c) Inspection of scales and equipment used to weigh and handle grain to and from cars.

(d) Comprehensive record of all activities.

(e) Supervision clothed with sufficient authority to enforce rules and regulations recognized to be essential in order properly to protect the weights of grain."

Weighing supervision, to conform to the "standards" defined by the Weighmasters' Scalesmen's Conference, entails much service and resultant expense. To illustrate the extent of the service involved in "Standard Weighing Supervision," I will, for your information, endeavor to analyze each of the different sections of the definition as follows:

Sections "a" and "b," of these Standards, contemplate that only competent, experienced, weighmasters and car inspectors (men thoroughly familiar with the facilities used to transport, handle and weigh grain) shall be employed. Men suitable for such service must be above the average in intelligence. They must be active, dependable and accurate. This, in turn, means that the remuneration to be paid weighing department employees must be sufficient to attract and hold men having qualifications suitable for the work.

Section "c," of "Standard Weight Supervision," contemplates complete control of the scales, and other elevator equipment, used to weigh and handle grain to and from cars, together with a thorough knowledge of the condition of such scales and equipment. Without an adequate scale testing service to depend upon, a supervising weighing department is at a decided disadvantage. And so, the Chicago Board of Trade Weighing Department maintains extensive scale testing facilities. Its scale testing appliances comprise the following paraphernalia: More than 100,000 pounds of United States standard test weights for use in the field, fine prime balances, and a complete set of master weights, all of which represent an investment approximating \$15,000. Obviously, such complete scale testing paraphernalia would be of little use without men in the field experienced in its use, hence the department employs a force of experts well qualified to test and pass upon all kinds and makes of scales.

Turn, now, to section "d" of "Standard Weigh Supervision." This section contemplates comprehensive records of each and every detail concerned in the work of protecting weights. Obviously, this feature of weighing supervision is highly important; but it adds greatly to the overhead expenses; nor can there be any delay in disseminating the findings of a Weighing Department, since settlement for the grain handled and weighed is based on such findings. In consequence, the records of today's weighings must reach our office early the following morning, and they must be compiled, and certificates therefor placed in the hands of the shippers' Chicago representatives not later than 10:30 a. m. that day. All of this calls for a large force of competent bookkeepers and clerks.

Section "e" of the "Standards" adopted for adequate weighing supervision, relates to the

authority that is necessary to enforce rules and regulations essential to protect weights. In fact, this section is the MEAT of the whole definition, for without sufficient authority, to enforce reasonable rules and regulations, any weighing supervision would be impotent. And, in addition to such authority, the supervising weighing department, to be successful, must provide ways and means of assuring intelligent compliance with its requirements that are to determine the facilities, and the methods of handling. For this purpose the Chicago Board of Trade Weighing Department maintains a force of itinerant superintendents whose duties include supervision over the personnel, of the department, in the field. Also, these men conduct weight shortage investigations which, to be complete, must embrace the tracing of the cars from the time of their arrival in Chicago's outlying railroad yards until finally they are delivered to the unloading elevators for unloading.

Must Cover Railroad Yards.—Again, weighing supervision, to be thoro efficient, must, to a greater or less degree, cover the railroad yards wherein grain is stored awaiting disposition. Such supervision of railroad yards must be sufficiently extensive to acquaint the weighmaster with the conditions that may exist in the many different yards in order that undesirable situations, conducive to the theft of grain from cars, may be handled for correction. It is true, it is the duty of the carriers to police their yards, and we have found them ready and willing to do so; yet the country shipper of grain is not in position to know whether or not the cars, containing his grain, are being properly protected while awaiting unloading; and if the terminal market weighmaster does not look into such details, who then will? In fact, we have found this railroad yard work of such importance that we now maintain a service the sole object of which is to co-operate with the railroads to the end that adequate watching service, by the carriers, will always be provided, and bad conditions promptly remedied. This service, which is in charge of an experienced officer, has been of marked benefit to all concerned.

Car Sweeping.—Also, it must be plain to you that no weighing supervision is complete that does not provide means of assuring cleanly swept cars. Based on our experience—the mere looking into empty box cars, that have discharged grain into an elevator, is not sufficient, alone, to check the sweeping of such cars. In addition to an inspection of empty cars, we have found it expedient to make "surprise" sweeping tests at the different elevators and industries, and we maintain a crew of men for this purpose.

I have endeavored, by the foregoing analysis of "Standard Weight Supervision," to give you a comprehensive idea as to what is involved in dependable weighing supervision in order that you may conceive the extent of the services rendered by the Chicago Board of Trade Weighing Department and the resultant cost thereof. I would add that our fees for this service are not constant, but are increased and reduced according to conditions affecting the costs, volume being the largest determining factor.

Cereal Chemists Will Meet.

The American Ass'n of Cereal Chemists will hold its 10th annual convention in the Curtis Hotel, Minneapolis, Minn., June 9-14. An excellent program has been arranged.

On Tuesday, June 10, C. E. Mangels, of the North Dakota Agricultural College, will give an address on the "Effect of Storage on Baking Quality of Common and Durum Wheats"; C. O. Swanson, of the Kansas State Agricultural College, will talk on "Factors that Affect the Quantity and Quality of Protein in Wheat"; and C. B. Kress, Vallejo, Cal., is going to tell about the "Quality of Gluten." More good talks are on the program and the attendance is scheduled for a visit to the Purity Baking Co., St. Paul, in the afternoon.

A trip thru Minneapolis flour mills is planned for Thursday afternoon, June 12. "A Practical Application of the Viscometer to the Mill," will be given by Ralph Morgan, Newton, Kan., in the morning of the day following. Julius Hendel, Minneapolis, will speak on "The Gluten Quality of the Mill Streams as Measured by the Viscosity Method."

A demonstration of physico-chemical measurements in wheat and flour investigations will be given by the staff of the Division of Agricultural Biochemistry, University of Minnesota. The Ass'n will enjoy an annual banquet and will have its full share of luncheons and inspection tours.

Changes in Standards of Grain Grades.

Addition of a new grade of wheat, to be known as No. 1 hard spring, to the official grain standards was announced May 22 by Secretary Wallace, effective August 15. It includes wheat of the class hard red spring, consisting of 85 per cent or more of dark hard, and vitreous kernels testing at least 60 pounds per bushel. Other requirements are set forth in the standard.

A new section to the grain standards provides grades for mixed durum. Other changes include alterations in the definition of the terms wheat and cereals grains, grades for weevily wheat and a change in the definition of western red wheat and increase in test weight of this sub-class.

The special limitation against white wheat of other classes in grades Nos. 1 and 2 of all sub-classes of hard red spring and hard red winter wheat is eliminated and a change is made in the grade designation of mixed wheat. Some changes also are made in the standards for corn, oats and rye.

Authorizing Pools in N. Y. State.

Albany, N. Y.—The Farmers Co-operative Marketing Bill was recently introduced into the New York state Senate by Nathan Strauss, jr., and, with many other bills, passed both houses in the rush at the eleventh hour of legislation.

The bill is now before Governor Smith awaiting his signature or veto. Many objections and appeals for hearing on the measure, received by the Governor from farmers and others, have decided him to give it a hearing before final disposition.

This bill is practically the same as the Sapiro law now effective in many other states, under which pools or co-operative marketing organizations have been working. The penalties for breaking the pool's contract are virtually the same.

THE RECENT death of M. Regnault-Desroziers was a severe loss to French milling. He was one of the first to insist on the necessity of the conversion to roller mills of the French industry. Numerous activities brought him many honors, among them the Cross of the Legion of Honor. In 1901 he became pres. of the Grain Trade Ass'n of Paris and he filled that office continuously until 1919 when ill health caused him to retire.

TRADE IN grains is still extremely light. The absence of public interest has been one of the reasons that wheat has not advanced more rapidly than conditions warrant. We are bullish on wheat and believe that our friends can look for a place to take on some. Bearish conditions have all been discounted and the rapid disappearance of Canadian wheat is putting the Chicago market in line to do some export business. Wheat that Canada now has on hand will not last until a new crop and foreigners will be forced to come to this country to fill their requirements. Up until recently we have had ideal conditions in the southwest, but now we are beginning to receive a number of complaints due to dry weather. Wheat is the cheapest of any commodity. Liquidation in the market has been complete. Accidents will be strongly in favor of the buyer. The highest estimate on the new Canadian crop is placed at 350,000,000 bushels, over 100 million short of last year. Wheat sometime this fall, in our opinion, will sell around \$1.25 a bushel. Soft red winter wheat should do better. The coming crop will be considerable less than a year ago, and we believe that with the increase in tariff there will be a far better milling demand for soft wheat flour than we have had for the past year or two. Buy some wheat on small breaks.—C. A. King & Co.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Fort Smith, Ark.—The plant of the Fort Smith Mill & Elevator Co. was damaged by fire May 14.

War Eagle, Ark.—The Kilgo Flouring Mill was completely destroyed by fire recently. The mill was nearly as old as the state itself.

CALIFORNIA

Los Angeles, Cal.—Construction of the new Sperry Flour Mills in East Los Angeles will begin soon.

San Diego, Cal.—The Pacific Wood & Coal Co. did not buy the business of W. I. Irwin Co. as reported.

Ramona, Cal.—J. L. Brooks of the firm Hawley & Brooks, will build a grain warehouse with storage capacity of 10,000 sacks of grain.

CANADA

Edmonton, Alta.—The hay and straw warehouse of the Gillespie Grain Co. burned May 15.

Montreal, Que.—The grain mill and elevator which were operated by the Eastern Milling Co., burned recently. Partly insured.

Port Colborne, Ont.—The government elevator being erected here, is to be completed July 31. The E. G. McCape Co. is doing the work.

Winnipeg, Man.—Thompson Sons & Co. has defaulted in payment and action to suspend its trading privileges was taken by the council.

Vancouver, B. C.—The Stewart Grain Co., Ltd., of Winnipeg will open offices here. Geo. Bingham, who has been mgr. at Winnipeg, will be mgr.

Vancouver, B. C.—The Premier Grain Elevator Milling Co., Ltd., of Portage la Prairie, Man., has opened an office here. L. M. Metcalfe, vice pres. of the company, is in charge.

Vancouver, B. C.—Seats on the Merchants Exchange are selling for \$500, but odd seats can be had at \$25 to \$50 less. Memberships in the grain exchange division are selling at \$450 to \$500.

Calgary, Alta.—Spillers Ltd., of London, England is negotiating for the control of the Alberta Pacific Grain Co. This Co. owns 283 elevators, most of which are in Alberta, the others being in Saskatchewan.

Winnipeg, Man.—Andrew Kelly has resigned as pres. of the Western Canada Flour Mills, having been in the milling business for 47 years. He is succeeded by D. B. Hanna, former pres. of the Canadian National Railways. Mr. Kelly will remain on the advisory board, but will take no part in the future active management of the company.

COLORADO

Otis, Colo.—The plant of the Otis Milling Co. was totally destroyed by fire May 9. Loss \$10,000.

Hayden, Colo.—I am still operating the elevator here and will be back the first of June to clean up last year's crop. I am getting my mail at Steamboat Springs.—C. M. Dinius.

Arapahoe, Colo.—The Summit Grain Co. of Denver will build a 25,000 bu. cribbed, iron-clad elevator here. The power will be furnished by a 15 h.p. type "Z" Fairbanks Morse Engine, and will be equipped with a 6 bu. Richardson Automatic Scale, 600 bu. Eureka Cleaner, 2,000 bu. elevator leg, a truck dump and a 10 ton Howe Truck Scale. The Star Engineering Co. has the contract. The elevator has a concrete engine room attached, with circulating pumps installed in connection with its cistern, a deep pit, giving large capacity in dump sink and plenty of height for loading in cars by gravity without shoveling.

IDAHO

Ashton, Ida.—We spent around \$1,000 for repairs at our plant here during the last six months.—Miller Bros. Co., St. Anthony, Ida.

ILLINOIS

Williamsville, Ill.—The elevator of the Farmers Elevator Co. has been repainted.

Rock Falls, Ill.—We do not contemplate making any change.—Davison & Kadel.

Rockford, Ill.—The A. L. Bartlett Co. will erect a fuel and grain warehouse at a cost of \$20,000.

Manlius, Ill.—The Manlius Grain & Coal Co. bought the F. C. Bollman elevator and coal chute May 10.

Dollville (Hinton p. o.), Ill.—The elevator owned by S. E. A. Galster was slightly damaged by lightning.

Royal, Ill.—The Grussing Grain Co. has completed extensive improvements.—J. W. Huntington.

Kappa, Ill.—The elevator formerly operated by F. S. Larison was condemned years ago, and torn down this year.

Bowen, Ill.—The Farmers Elevator Co. will improve its old house and install new machinery.—Denver Co-op. Elevator Co.

Odell, Ill.—The Odell Grain & Coal Co. is replacing its shingle roof with a fire resistive roofing.—J. W. Huntington.

Chapin, Ill.—Claude H. Jewsbury has succeeded Fred Muntman as mgr. of the Farmers Elevator Co.'s elevator.—Chapin Farmers Elevator Co.

Denver, Ill.—We are building a 10,000-bu. cribbed ironclad elevator. We expect to have it in operation in three weeks.—Denver Co-op. Elevator Co.

Steelville, Ill.—The 80,000 bus. concrete elevator, which the Gilster Milling Co. of Chester, Ill., is building here, will be finished in July.—C. D. Tompkins.

Monticello, Ill.—Frank W. Furtherer will have charge of Bartlett Frazier Co.'s office here. He formerly had charge of that company's office in Lafayette, Ind.

Ipava, Ill.—We are intending making some repairs and replacements in our elevator within the next few weeks.—Ipava Farmers Elevator Co., C. O. Snedeker, mgr.

Morrison, Ill.—John Bristle is erecting an elevator built of concrete staves on his farm. The building will have a capacity of 4,000 bus. of corn and 4,000 bus. of shelled grain.

Morris, Ill.—The Morris Grain Co. has started excavating for its grain and seed building, which will take the place of the building destroyed by fire a short time ago. The building will be frame and 36x120. It is to be finished by June 15.

Cooksville, Ill.—E. E. Hamman has purchased the Haywood Bros. elevator and took possession May 15. Haywood Bros. have been in business for 40 years and are said to be the oldest grain firm on the Illinois Central in Illinois. C. A. Burks closed the deal.

Litchfield, Ill.—Fire destroyed the Buscher-Carrico grain elevator and warehouse May 18 at noon. The elevator was a four story building and one of the landmarks of this city. A high wind carried the flames to the warehouse, which was filled with flour and feed. Insured.

Champaign, Ill.—The following have recently joined the Illinois Grain Dealers Ass'n: M. Funk & Son, Kernan; Champaign Milling & Grain Co., Champaign; C. V. Coyne, Thomasville; H. J. Ruckrigel, Ottawa; Joe Schaffer, Springfield; Isaac C. Pratt, Roseville; Frank Gibbons, Nevada; Davis Bros. & Christian, Walter N. Wood, J. W. Stills & Son, Jas. A. Havey, Reichert Milling Co., Taber Lumber Co., E. P. Bettendorf Grain Co., Kankakee.

Carlock, Ill.—Our new elevator will be completed in about two weeks if we get all the machinery by that time. It contains two stands, 5,000-bus. elevator capacity per hour. The equipment consists of Kewanee Truck Lift Dumps, Richardson Patent Automatic Scale and a Fairbanks Morse wagon scale. The elevator contains 11 bins and has a 40,000 bu. capacity. We also have Fairbanks Ball Bearing Motors, and a basement 34x36-14 ft., which is deep and all concrete.—Carlock Farmers Elevator Co.

Sheldon, Ill.—The monster Cleveland Grain & Milling Co.'s elevator will be closed down indefinitely. C. G. Watkins, pres. of the Cleveland Grain & Milling Co. is quoted as saying: "We are doing this principally on account of the adjustment of rates making lake and rail much lower than all rail rates, so that we cannot compete in the territory where the largest quantities of grain go for consumption; in fact we are confined pretty largely to C. F. A., Buffalo and Pittsburgh rates, and the south, and Sheldon billing, doesn't work well to these points. The Big Four are making efforts to lease the house, and may be successful."

CHICAGO NOTES.

A membership on the Board of Trade last week sold at 3,500, net to the buyer.

The offices of Clement Curtis & Co. have been removed to the seventh floor of The Rookery.

The offices of Joseph Simons & Co. have been closed, but Mr. Simons will continue his personal business on the floor.

Edward S. Skillen, for many years a member of the Board of Trade has posted his membership for transfer. A. A. Noonan and E. Vail Stebbins of New York, and F. H. Ely of Chicago were elected to membership on the Board of Trade.

Joseph R. Beggs, who was a member of the Board of Trade for many years, and had for the past three years been representing Block, Maloney & Co. on the New York Stock Exchange, died recently from blood poisoning. He was a brother of James A. Begg, a director of the Board of Trade.

Wegener Bros. have discontinued their office and are now conducting their business thru the Updike Grain Co. in the Postal Telegraph bldg., where they will be pleased to hear from their friends. Geo. A. and Arnold Wegener are continuing on the floor of the 'Change daily in active charge of the interests of their customers.

Scratch trades in grain futures made on the same day at the same price and for the same person, are not subject to the stamp tax under a ruling transmitted some time ago by the Collector of Internal Revenue with regard to Art. 23 of Regulations 40; but since modified not to apply if a greater commission is paid on the transaction than on a trade made by a member for his own account.

INDIANA

Milroy, Ind.—W. M. Bosley's grain elevator was destroyed by fire May 10, in the morning.

Mexico, Ind.—We will not build this year for lumber is too high.—W. L. Kraning, mgr. Farmers Elevator Co.

Deedsville, Ind.—I have sold my elevator here to Wm. T. Allen and Wesley Mantle of Yellow Springs, O.—A. P. Guise.

Belshaw, Ind.—The Belshaw Farmers Elevator Co. will install a 35-h.p. engine this summer.—O. B. Childress, Lowell, Ind.

Milan, Ind.—C. M. Bowers' elevator is now used as an auto storage place. The only elevator here is that of H. H. Crum.—H. H. Crum.

Fort Wayne, Ind.—Kraus & Apfelbaum recently incorporated; capital stock, \$300,000. The firm will deal in grain, wool, seed and other products.

Monroeville, Ind.—Dan Stauffer recently traded in a 142 acre farm near Rochester for the Monroeville grain elevator, and has already taken possession.

New Richmond, Ind.—The new elevator here is to be called the New Richmond Lumber & Coal Co. James Parlon is proprietor.—Simison & Hedworth, Romney, Ind.

Hamlet, Ind.—We have purchased the Hamlet Grain Co.'s elevator and now own both the elevators here. We will operate both plants during the fall and winter.—Arndt Weinkauff Grain Co.

Lafayette, Ind.—Frank W. Furtherer, who had charge of the Bartlett Frazier Co.'s office here, has moved to Monticello, Ill., where he will have the same duties as he had here. This office has been closed.

Martinsville, Ind.—The Martinsville Milling Co. is building a new warehouse and expect to build new concrete bins this coming season to take care of the increasing business.—Paragon Milling Co., Paragon, Ind.

Carlisle, Ind.—There is only one elvtr. here, and it is owned and operated by Harry D. White. The Wabash Grain Co. has an office here, but is only here thru the wheat season. The company uses a loader to put the wheat in the car.—Harry D. White.

Evansville, Ind.—The suit of Herman F. Wright and John W. Burns against Newton Kelsay, Theo. F. Rechtin, Edward Goeke, John H. Held and Henry Korff, Sr., asking that a receiver be appointed for the Kelsay Burns Milling Co. here, has been dismissed. An agreement has been made in the way of settlement.

IOWA

Mahaska, Ia.—The Vining Elvtr. is closed at present.—P. O. Murray.

Davenport, Ia.—The plant of the Purity Oats Co. was sold at public auction May 15.

Grundy Center, Ia.—S. F. Price was re-elected mgr. of the Farmers Elvtr. Co.'s elvtr.

Humeston, Ia.—A. Humeston & Sons have built an addition on the south end of their elvtr. building.

Dumont, Ia.—The D. S. Snider Grain Co.'s elvtr. here is closed at present.—Farmers Inc. Co-op. Society.

Nichols, Ia.—John Foley recently bot Lawrence Foley's grain elvtr. for \$22,500. He will take possession June 1.

Manilla, Ia.—We are installing a feed grinder in our elvtr., also built a new office and warehouse for flour and feed.—Manilla Grain Co.

Carroll, Ia.—H. J. Mighell of Lake City recently bot F. H. Culbertson's elvtr., feed, grain and coal business and will take possession June 1.

Westfield, Ia.—I have bot Jas. Burnight's and T. L. Burnight's elvtrs. here and will take possession July 1.—C. E. Lowry & Sons, Clinton E. Lowry.

Hobarton, Ia.—E. R. Rising has resigned as mgr. of the Farmers Elvtr. Co.'s elvtr. here. He has bot an elvtr. at Algona and will take charge of that June 1.

Vincent, Ia.—The Farmers Elvtr. Co. has been incorporated; capital stock, \$25,000; incorporators, C. L. Brevier, J. A. Peterson, J. W. Watson, treas., T. P. Swasand.

Roland, Ia.—The Farmers Co-op. Co. has torn down its old elvtr., which has not been in use for several years. The company has a new elvtr. and large storage plant.

Cumberland, Ia.—The Farmers Co-op. Co. has let a contract to the Drenner Construction Co. for the erection of a large brick building which will be used for office and storage room.

Nevada, Ia.—The Clark Brown Grain Co. recently leased W. B. Dunkelbarger's elvtr. The company now has three elvtrs. in central Story county with a combined capacity of 150,000 bus.

Thompson, Ia.—The Farmers Elvtr. Companies in Winnebago county held a meeting Apr. 30 for the purpose of forming a Grain Dealers Ass'n, which will become affiliated with the State ass'n.

Ossian, Ia.—H. O. Holley will add coal bins this summer to the elvtr. which he recently bot here. He has retained the services of H. L. Bothel, who had been employed by Gilchrist & Co. for many years. Bothel has been mgr. of the elvtr. since the death of I. H. DeGraff.

Algona, Ia.—E. R. Rising recently bot the elvtr. at the Northwestern depot here, and will take possession June 1. He will handle grain, flour and feed, and expects to install a feed grinder or an attrition mill. Mr. Rising was formerly mgr. of the Farmers Elvtr. Co.'s elvtr. at Hobarton.

Davenport, Ia.—Fire, which started in a grain pit where workmen were using an acetylene torch to dismantle a fan, endangered the elevators and warehouses of the Fleischman Maltng Co., May 7, and damaged property to the extent of \$500. Firemen checked the blaze in an air shaft of the main building.

Boyden, Ia.—Fire recently, damaged the engine room of the elvtr. of the Farmers Co-op. Co. The fire was on the north side of the building and a south wind fanned the flames away from the building.

Estherville, Ia.—H. S. Greig's elvtr. was totally destroyed by fire May 3 at night, together with 2,500 bus of grain. Insured. The elvtr. will soon be replaced by one which will be up-to-date and have a capacity of 35,000 bus. The contract has been let to the Younglove Construction Co. It is to be completed by fall.

Des Moines, Ia.—Harper & Sons, who recently went into bankruptcy, are to pay their claims in full according to a notice sent out by Maxwell & Ryan, attorneys for the creditors. The creditors will be paid 38 per cent of each claim in cash, a note will be given for the remaining 62 per cent signed by each of the Harpers. The note will be payable to the respective creditors on or before four years after date with interest at 6 per cent from maturity. A meeting of the creditors will soon be called by Frank J. Comfort, referee in bankruptcy. The liabilities are listed at \$256,712.07, and the face value of the assets is \$280,103.49.

KANSAS

Belpre, Kan.—A. M. Long recently bot the Mid West Grain Co.'s elvtr. here.

Howes, Kan.—A. M. Long of Belpre recently bot the Mid West Grain Co.'s elvtr. here.

Buffalo Park, Kan.—The Farmers Co-op. Elvtr. Ass'n incorporated; capital stock, \$10,000.

Bazine, Kan.—Martin Cornelsson has bot the Oswald Grain Co.'s elvtr. here from the trustee.

Malloy (Belpre p. o.), Kan.—A. M. Long of Belpre bot the Mid West Grain Co.'s elvtr. here.

Lindsborg, Kan.—Carl Bergstrom has succeeded David Train as mgr. of the Farmers Union elvtr.

Cheney, Kan.—The Dewey Mercantile Co. has purchased the Gus Oswald elvtr. and has taken possession.

Mound City, Kan.—Mail addressed to the Farmers Grain Co. here has been returned marked "Unclaimed."

Arlington, Kan.—The Co-op. Exchange will ironclad its 10,000-bu. elvtr. on the Rock Island and cover with a metal roof.

Winfield, Kan.—Robbers stole three sacks of flour from the elvtr. of the Winfield Farmers Union Co-op. Ass'n on May 11.

Verdi, Kan.—The Farmers Co-op. Elvtr. Co. will build a 10,000-bu. elvtr. here. This will replace the one burned Feb. 29.

Victoria, Kan.—The Kansas Flour Mills are proprietors of the Hoffman Mills. They are building a 15,000-bu elvtr. here.

Shaffer, Kan.—Geo. Gano of Hutchinson bot from trustees the Gus Oswald elvtr. on the Santa Fe and has taken possession.

Cawker, Kan.—C. T. McCoy's elvtr. was destroyed by fire May 14 at night; together with 800 bus. of grain. Loss, \$7,000.

Wilmore, Kan.—I sold my elvtr. here to the Bowersock Mills & Power Co. of Lawrence, Kan.—W. R. Johnston, Coldwater, Kan.

Wichita, Kan.—E. R. Welch who has been at McCook, Nebr., buying for Norris Grain Co. will reopen the Co.'s Wichita office May 26.

Clafin, Kan.—We expect to have the eight concrete storage tanks ready for receiving the new crop of wheat.—The Clafin Flour Mills.

Hutchinson, Kan.—We are contemplating putting in a portable dump or some such similar equipment in one of our elvtrs.—Midwest Grain Co.

Moundridge, Kan.—The Farmers Grain recently bot the elvtr. of the Nebergall Grain Co. Lee T. Stucky will retain his position as mgr. of the elvtr.

Whiting, Kan.—The Farmers Co-op. Co. is remodeling its elvtr. and installing an ear corn conveyor and a Western Corn Sheller. Federal Eng. Co. has the contract.

Gem, Kan.—We own, and have been operating since Jan. 1, 1924, the elvtr. formerly owned and operated by the Gem Farmers Union Co-op. Elvtr. Co.—Ziegelmeier Bros.

Garden City, Kan.—Jess Kisner built an office and installed scales this spring. On May 1, he started operating with the firm name, Kisner Elvtr. I am mgr.—F. B. Ira.

Wichita, Kan.—The Moore-Seaver Grain Co. recently bot a membership in the Board of Trade in the name of Harry C. Gamage for \$850, which included the transfer fee.

Humboldt, Kan.—The elvtr. of the Humboldt Elvtr. Mills, which was destroyed by fire May 3, will be rebuilt at once. The loss of \$4,500 was completely covered by insurance.

Wichita, Kan.—Roscoe Grimm, who has been associated with the Clark Burdg Grain Co., has accepted a position with the Byers Grain Co. and will be located at Hutchinson after June 1.

Mayetta, Kan.—The Farmers Co-op. Ass'n. is remodeling its elvtr. and installing a corn sheller, ear corn conveyor, feed grinder, Birchard Dump Lock, and a car loader. Federal Eng. Co. is doing the work.

Oneida, Kan.—The Derby Grain Co. has sold its elvtr. on the Grand Island to the Wood Grain Co., which now has two elvtrs. here. R. B. Wood of Friend, Nebr., is proprietor of the Wood Grain Co.

Wichita, Kan.—H. Kauffman, formerly president of the Stevens-Scott Grain Co., together with W. H. Smith, formerly of Imperial Mfg. Co., has purchased a controlling interest in the company, A. S. Barr and Frank Barr selling their interest and will retire from the the company.

Goff, Kan.—John McManis, mgr. of the Goff Grain Co., on May 1 completed his 25th year in business here. It was on May 1, 1899, that he took charge of the Goff Grain Co. and began building up a business. He has been successful in business and has gained the respect and confidence of all who knew him.

Wichita, Kan.—The following new officers were elected at the meeting of the Board of Trade held May 13: Roger S. Hurd, pres., I. H. Blood, vice-pres., L. H. Powell, J. A. Woodside, H. L. Chowning & C. A. Baldwin, directors. At a meeting of the Board of Directors held May 17, E. M. Kelley was re-elected treas., and R. B. Waltermire was re-elected sec'y. This is Mr. Waltermire's 14th year with the Board.

Sublette, Kan.—Work on the elvtr. of the Lemon & Barbee Grain Co. has started. It is to be studded, iron clad and of 25,000 bus. capacity and will be equipped with a 15-h.p. type "Z" Fairbanks Engine, 10-ton Howe Truck Scale, truck dump, a 1,000 bus. Eureka Cleaner, 2,000-bu. elvtr. leg and a 6-bu. Richardson Automatic Scale. The Star Engineering Co. is doing the work. The elvtr. has a concrete engine room attached, with circulating pumps installed in connection with its cistern, a deep pit, giving large capacity in dump sink and plenty of height for loading in cars by gravity without shoveling.

Wichita, Kan.—R. S. Meeker, receiver for the Victory Mill & Elvtr. Co. recently filed two suits asking \$50,000 damages from John Madden, Jr. In one petition he charges Madden with having purchased and subscribed for 250 shares of the company's stock at \$100 a share. He claims Madden accepted the certificates, and was one of the incorporators of the company but had never paid any part of the \$25,000 he agreed to for shares, altho the money had been due since July 2, 1920. In another petition Meeker alleges Madden "disbursed, consumed and unlawfully frittered away \$50,000, paid into the company by bonafide stockholders." Judgment of \$25,000 is asked in each petition.

KENTUCKY

Hickman, Ky.—Ross Cappers of Amite, La., recently bot half interest in the Walker Meal & Grain Co.

Louisville, Ky.—Early & Daniel Co., Cincinnati, O., will close this branch, as it is said the expense of rebuilding the old Fleischman elvtr. here proved to be too high to be undertaken. The plant was burned early in March.

MARYLAND

Trego, Md.—Noah O. Mullendore and Lawrence H. Colbert recently bot the warehouse property of Harry M. Mullendore. They will deal in grain and operate a store.

MICHIGAN

Sparta, Mich.—The Whalen Grain & Produce Co. is out of business and the edvtr. is empty.

Ludington, Mich.—The Ludington Milling Co.'s plant was completely destroyed by fire May 14.

Copemish, Mich.—Mail addressed to the Copemish Bean & Grain Co. has been returned marked "Out of business."

Copemish, Mich.—C. C. Bigelow is sole owner and mgr. of the Copemish Elvtr. Co.—Copemish Elvtr. Co. It was erroneously stated that he was part owner.

Detroit, Mich.—The lease on the Michigan Central Elvtr. "B" held by the Detroit Board of Trade has been surrendered, and it is said that the building will be torn down.

Chelsea, Mich.—The Chelsea Milling Co. has taken over the milling business formerly conducted by the William Bacon-Homes Co. A 300-bbl. hard wheat addition was recently added to this mill.

Ishpeming, Mich.—Bilkey & Bilkey incorporated under the firm name of B. & B. Mercantile Co., Inc. We have no elvtr. but are cash grain distributors of flour, millstuffs, feeds and seeds, which we buy in straight car lots.—B. & B. Mercantile Co., Inc.

MINNESOTA

Gilfillan, Minn.—Chas. O. Gilfillan is planning to install an electric motor for power.

Houston, Minn.—The Houston Farmers Co-op. Elvtr. Co.'s elvtr. is closed for the present during the reorganization of the business.

Minneapolis, Minn.—A Day Dust Collecting System has been installed in the Crescent Elvtr., owned by the Van Dusen-Harrington Co.

Duluth, Minn.—Ray G. Sims, formerly of Minneapolis, has applied for membership on the Board of Trade. He will be with McCarthy Bros. Co.

Duluth, Minn.—Chas. Eyler, sec'y-treas. of the South Dakota Farmers Grain Dealers Ass'n, has resigned and is now associated with the Atwood-Larson Co.

Wanda, Minn.—Albert Spalding's grain elvtr., which burned January, 1923, has not been rebuilt. He is now operating the elvtr. known as the Wanda Elvtr. Co.

Crookston, Minn.—We have installed a new Richardson Grain Cleaner, a corn sheller, seed cleaner and scarifier. We expect to do a general seed business.—Crookston Milling Co.

Duluth, Minn.—Ward A. Brown, formerly buyer for McCarthy Bros. & Co., has left for St. Louis, Mo., where he has accepted a position as buyer with the Ralston Purina Co.

Minneapolis, Minn.—The elvtr. known locally as the Martin Elvtr., and owned by the Brooks Elvtr. Co. was recently damaged by fire. The fire was confined to the third floor and the roof, and was put out with loss of about \$2,000.

Minneapolis, Minn.—Geo. E. Green, who has represented a number of grain commission houses for the past twenty years, died recently. He was associated with Geo. W. Murfin at the time of his death. He is survived by his widow, two daughters and a son.

Otisco, Minn.—The Otisco Live Stock & Grain Ass'n recently incorporated; capital stock, \$10,000; incorporators, John E. Esping, Henry Gehring, E. C. Nelson and others. The Ass'n will operate and construct grain elvtrs., flour mills, and feed and cereal mills.

Minneapolis, Minn.—H. Putman has resigned his position with Bartlett Frazier Co. here, and will soon move to California. "Hart," as he has been called by his many friends, has been a member of the Chamber of Commerce for more than 20 years. He will be greatly missed.

Minneapolis, Minn.—Incendiaries tried to destroy the elvtr. and mill of the Gee Co. on May 8. A sprinkler system checked the fire until firemen arrived. Piles of wood shavings, and rags soaked in kerosene were found both on the third and fourth floors. Candles were lighted and placed on the floor, and ignited the oil when they burned. Very little damage was done. It is the second time that the mill has been set fire. About ten years ago firebugs broke into the building and set a blaze. Geo. F. Gee, pres. of the elvtr. company, was unable to give a reason for the attack.

Rothsay, Minn.—The Farmers Grain & Mercantile Co. has started a suit against Geo. E. Paulson, who was mgr. of the company from June 1, 1914, until June, 1920. The company claims that Paulson withheld and converted to his own use \$4,000 of its money during his years of service.

MISSOURI

St. Louis, Mo.—W. D. Judd of the former Brinson Judd Grain Co. died recently.

Moberly, Mo.—Mail addressed to the Moberly Grain Co. has been returned marked "Unclaimed."

Rushville, Mo.—The roof of the A. J. Elvtr. Co.'s elvtr. was slightly damaged by the wind-storm Apr. 20.

Gilmore, Mo.—Mail addressed to the Farmers Grain & Supply Co. has been returned marked "Out of business."

Odessa, Mo.—Mail addressed to the Stockton & Lambkin Elvtr Co. has been returned marked "Out of business."

Etlah, Mo.—Mail addressed to August Strassner has been returned marked "Removed to Webster Grove, Mo."

Conception Junction, Mo.—Mail addressed to the B. V. Kirby Grain Co. has been returned marked "Removed to Paola, Kan."

Purcell, Mo.—G. B. Hubbard, who has been in charge of the elvtr. of the McDaniel Milling Co. for the past 18 years, died recently.

St. Louis, Mo.—John Duffy, who was a charter member of the Merchants Exchange, and engaged in the grain business for some time, died recently at the age of 104 years.

Kansas City, Mo.—Clarence A. Black recently purchased the Board of Trade membership of Joseph W. Smith of Logan & Bryan for \$5,500, which included the transfer fee of \$500.

St. Louis, Mo.—The members of the Merchants Exchange on May 20, voted to change some of the rules to correspond with those of the Grain Dealers National Ass'n and other exchanges.

St. Louis, Mo.—Walter J. Ravold, formerly with the Marshall-Hall Grain Co., has been appointed mgr. of the St. Louis Grain Clearing House and has applied for membership in the Merchants Exchange.

Ash Grove, Mo.—G. W. Wilson recently purchased the property of the Clever Milling Co. for \$30,000, and other property. E. P. Barrett of North Platte, Neb., will be in charge of the plant. It will be remodeled.

Kansas City, Mo.—The report that one of the leading private wire houses would close its Kansas City office is denied by the Chicago headquarters. While closing has been considered it has not been decided upon definitely.

St. Louis, Mo.—Fire at the warehouse of the Anheuser-Busch Inc. recently destroyed a considerable quantity of grain stored in sacks and 150,000 lbs. of stock feed stored in bins. The fire started on the second floor of the grain department.

St. Louis, Mo.—John Martin, formerly with the Carlisle Burns Grain Co., Omaha, Neb., now has charge of the grain department of the Mixed Feed Supply Co. E. Garmon, who has been associated with Langenberg Bros. Hay & Grain Co., has charge of the consignment business of the Mixed Feed Supply Co.

St. Joseph, Mo.—The United States Court of Appeals has upheld a previous court decision against Geo. W. Carter, former pres. of the defunct Carter-Williams Grain & Coal Co. Carter will be obliged to pay \$8,617 to the creditors of the firm or return to jail. The federal court in Kansas City sentenced him to jail in December, 1922, convicting him of irregularities in regard to a bankruptcy case. He served 30 days and was released on bond pending an appeal.

MONTANA

Lavinia, Mont.—The Columbia Elvtr. Co. still owns the elvtr. here, but has not been operating it the past year.

Roy, Mont.—The farmers who hold storage tickets from the elvtr. of Earl McCauley will be paid in full. The National Surety Co. has paid the bond covering the case. The elvtr. failed last fall and 48 farmers held storage tickets at that time.

Solomon, Mont.—Geo. Tank has succeeded E. D. McCollough as mgr. of the Farmers Grain & Livestock Co.

Roy, Mont.—S. L. Dotson has purchased the plant of the old Equity Co-op. Ass'n. He has been operating this plant since last fall under lease.

Wibaux, Mont.—The Occident Elvtr. Co. has purchased the plant of J. E. Fox. The Wibaux Farmers Co-op. Elvtr. Co. recently bot the plant of the Wibaux Grain Co.

Winnett, Mont.—A flour hole corn sheller was purchased by the Hegna Walker Transfer and a considerable amount of shelled corn has been shipped from this station.—T. E. Hegna.

Joplin, Mont.—At a special meeting of the stockholders held Apr. 26, a motion was adopted instructing the directors to purchase the elvtr. we have been operating since our own burned Jan. 2.—Equity Co-op. Elvtr. & General Trading Co. of Joplin.

NEBRASKA

Newman Grove, Neb.—R. P. Lewar is mgr. of the Crowell Lumber & Grain Co.

Berks (Crete p. o.), Neb.—The Crete Mills have bot the Farmers Union Elvtr. Co.'s elvtr. here.

Potter, Neb.—The Home Lumber Co. has bot the Potter Grain Co.'s plant here and took possession May 1.

Anselmo, Neb.—M. M. Kepler has succeeded H. A. Kepler as mgr. of the Nye-Schneider-Jenks Co.'s elvtr. here.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. will use for offices, the building formerly occupied by the Harris Grocery.

Carleton, Neb.—The Farmers Elvtr. Co. is improving its plant by adding a new leg and dump. The work is being done by Eck Olsen.

Bellwood, Neb.—The Nye-Schneider-Jenks Co.'s elvtr. here is closed. F. L. Riegel the former mgr., will make his home in Davis City.

Henderson, Neb.—J. J. Huebert and R. C. Friesen recently purchased the elvtr. of the Farmers Elvtr. Co. This company dissolved a short time ago.

Paxton, Neb.—I have leased the elvtr. here owned by Pete Eginton and will operate it for at least a year. I will handle grain, coal and live stock.—W. W. Kimberly.

Rulo, Neb.—Wayne Richardson's elvtr. burned early on the morning of May 21. The elvtr. had been operating for 40 years and was owned by L. L. Coryell of Lincoln. A box car and 2,000 bus. of corn were also destroyed.

Springfield, Neb.—W. R. Patrick of Omaha, recently bid in the Farmers Co-op. Grain Co.'s elvtr. at a sheriff's sale for \$1,791. It is rumored that the elvtr. will be operated by one of the large stock feed companies in this vicinity.

Lincoln, Neb.—We have been doing considerable repair work and general overhauling here so as to put ourselves in shape to handle the wheat crop when it starts to move. We have increased our handling capacity from 28 to 40 cars a day.—Lincoln Grain Co., T. M. Waxman.

Davis City, Neb.—The Nye-Schneider-Jenks Co.'s elvtr. and coal business closed Apr. 30. W. R. Allen has been mgr. of the firm for the past four years. The elvtrs. of the company at Linwood, Garrison, Bellwood and Foley were closed recently. It still operates elvtrs at Brainard, Bruno and Dwight.

NEW ENGLAND

Boston, Mass.—Wm. Francis Priest, formerly with the C. F. & G. W. Eddy, grain exporters, died recently at his home in Tomerville. He is survived by his widow and daughter.

Concord, Mass.—Geo. S. Whitney, formerly pres. of the Whitney Coal & Grain Co., died May 13 at the age of 80 years. He is survived by his widow and a son, C. Hayden Whitney.

Newburyport, Mass.—The D. Cashman Hardware Co. recently purchased the property of the Knight Grain Co. at Central Wharf, and will take possession June 1. Improvements will be made and new machinery installed. The grain department will be emphasized. The Cashman Co. is now handling grain and feed at the Johnson Educator Co. This will be transferred to the Knight property.

NEW YORK

Rochester, N. Y.—Geo. Bantel, who was pres. of the Rochester Grain & Hay Corporation, died recently.

Albany, N. Y.—Edwin Nellegar, Jr. has retired from business for the present on account of poor health.

Buffalo, N. Y.—The marine leg, which the Washburn-Crosby Co. is adding to its elvtr. will have a capacity of 20,000 bus. per hour.

New York, N. Y.—Henry L. Saam recently resigned from Bartlett-Frazier & Co. He has been representing this firm on the Produce Exchange in its cash grain department.

Buffalo, N. Y.—Rueben Clarke, 73, a pioneer elvtr. man, died last month. He was formerly superintendent of the Frontier Elvtr. which he helped to build. Three sons survive him.

New York, N. Y.—It is reported that Karl Nischk, who recently returned from a trip to Europe, has started a business of his own as a broker in grain and flour. Mr. Nischk was formerly associated with Jules J. Picard, grain exporter.

Buffalo, N. Y.—H. T. Morey, formerly pres. of the Chippewa Feed & Grain Co., has organized the National Commission Co. and has opened an office in the Chamber of Commerce building. He will conduct a brokerage business in grain and cereal by-products. G. F. Forsyth bot the interest of Mr. Morey in the Chippewa Feed & Grain Co.

Troy, N. Y.—The officials of the State Engineering Bureau have announced that the work on the construction of the new grain elvtr. on the Troy's Barge Canal Terminal would be advanced to such a degree this summer, that an additional appropriation from the 1925 Legislature would be necessary to continue the work. The legislature, by an act in 1923, directed the canal board to choose a site and appropriated \$300,000 for the work. It has been urged that the work on the elvtr. be expedited.

NORTH DAKOTA

DeLamere, N. D.—The Great Western Elvtr. Co.'s elvtr. burned recently. Insured.

Chola, N. D.—The Atlantic Elvtr. Co.'s elvtr. was recently destroyed by fire together with 8,000 bus. of wheat and flax. Insured.

Vashti, N. D.—This company is planning to install machinery to handle corn on the cob this season if the crop is favorable.—Star Elvtr. Co.

New Rockford, N. D.—The James Valley Grain Co. recently incorporated; capital stock, \$10,000; incorporators, G. W. Streeter, J. Harvey Johnson and Homer Collins.

Fryburg, N. D.—The elvtr. of the Fryburg Grain & Trading was completely destroyed by fire recently. Adjoining sheds and about 350 bus. of grain were also burned. No insurance.

OHIO

Frankfort, O.—I am successor to Elias Hutton.—W. E. Hutton.

Bettsville, O.—Dayton Adelsperger has added a warehouse to his elvtr. property.

Toledo, O.—Fire slightly damaged two carloads of corn in the elvtr. of the Central Grain Co., May 14.

Toledo, O.—Harry Schaub, formerly associated with Young Grain Co., is now with the Raymond P. Liipe Co.

West Milton, O.—About \$200 worth of clover seed was stolen from the office of Emerson & Jones. The safe was not touched.

Napoleon, O.—Sanford Knepley, while repairing a belt at H. Voche & Son elvtr., lost his balance and fell 40 feet, but was not injured.

Ohio City, O.—Krug Bros. have started to erect an elvtr. along the Erie railroad. It is to be finished by fall. John Rousk has the contract.

Millbury, O.—We are installing a 30-h.p. motor at out plant here to replace an old gasoline engine.—The Genoa Farmers Exchange Co., Genoa, O.

Lima, O.—The 45th annual meeting of the Ohio Grain Dealers Ass'n will be held at the Elks Home on June 18 and 19. Headquarters at Hotel Norval and the Lima House. We confidently expect the largest attendance of country shippers that we have had in recent years. We have an unusually good program.—E. T. Custerborder, pres.

Toledo, O.—L. J. Ulrich, representative of J. S. Bache & Co., created quite a disturbance when he suddenly disappeared. He has returned and said that he was called away on business.

Cincinnati, O.—Frank J. Heile, who was vice-pres. and treas. of the Cincinnati Hay & Grain Co. died May 16. Mr. Heile has been in the grain business for 45 years. He was the father of Elmer Heile who represents the firm on the floor of the Grain & Hay Exchange.

Delaware, O.—I am starting up a new business here and am intending to handle grain, coal, feed and building supplies. I was formerly pres. of the Electric Roller Milling Co. of this city and sold it to the Farmers Co-op. Co. five years ago.—W. A. West, West Grain, Coal & Feed Co.

Leipsic, O.—I am going to do some repairing on my elvtr. which I bot of G. D. Cruickshank in November. I am installing a new 25-h.p. steam engine, No. 2 Sidney Combined Sheller and Boot and am building two new legs, new foundation and two new pits; also concreting the basement.—C. A. Hiegel.

Lucasville, O.—The grain elvtr. of the Zeisler Grain Co. has recently been completed and is now in operation. The structure occupies more than 12,000 square feet of floor surface and cost more than \$100,000. The entire plant is covered with galvanized iron and is fireproof. It contains a large wareroom, 108 ft. by 30 ft., with a storage capacity of 15 to 20 cars of feed. A feed mill has been installed which grinds 200 pounds of feed each minute, and a 100-h.p. engine generates light and power for the plant. The elvtr. was originally owned by the late H. S. Grimes, who operated it for many years. Later it was sold to the Strittmatter Grain & Milling Co. and in 1921 was purchased by Zeisler Bros.

OKLAHOMA

Gaylord, Okla.—W. B. Johnston is remodeling his elvtr.

Okeene, Okla.—The Farmers Co-op. Exchange has installed a new automatic scale (loading).

Enid, Okla.—The elvtr. of the Enid Milling Co. was slightly damaged by the windstorm in March.

Ponca, Okla.—The windstorm on Mar. 28 caused a small loss at the Ponca City Milling Co.'s elvtr.

Elk City, Okla.—We will install a 60-bbl. flour mill and a feed grinder.—The Farmers Milling & Supply Co.

Byron, Okla.—The Byron Grain Co. is increasing the capacity of its elvtr. and installing new machinery.

Chattanooga, Okla.—P. A. Cope, who bot my elvtr. here, took possession May 1.—G. G. Black, Frederick, Okla.

Hollister, Okla.—I have leased my elvtr. here to R. T. Brantley for the coming season.—G. G. Black, Frederick, Okla.

Chattanooga, Okla.—J. N. Pace & Son has never operated an elvtr. here. They load grain every year here from wagon.—F. R. Brown.

Jét, Okla.—The capital stock of the Farmers Exchange has been increased to \$15,000. The Exchange will install a 10-h.p. motor. M. M. Church is mgr.

Enid, Okla.—The capacity of the Geis-Price Elvtr. Co.'s elvtr. is being increased so that 20 cars of grain a day may be received and 20 cars shipped out.

Grandfield, Okla.—A. C. Potts has been appointed mgr. of the Farmers Co-op. Co.'s elvtr., and assumed his duties May 1. Mr. Potts is also pres. of the company.

Mustang, Okla.—When the Farmers Elvtr. burned the bank's individual ledger was destroyed. The brothers, who were cashier of the bank and mgr. of the elvtr., are held for trial.

Douglas, Okla.—The Farmers Co-op. Elvtr. Co. is ironcladding its elvtr. and putting on an iron roof and building an ironclad warehouse. The company will put in a line of flour and feed. F. E. Grim is mgr.

Nowata, Okla.—Our elvtr. burned the morning of May 13. We saved the office building and the detached flour warehouse. As soon as the wreckage is cleared away we will build a large feed warehouse and rebuild the elvtr. a little later on. Loss, \$12,700; insurance, \$8,700.—Young Bros. Grain & Hay Co.

Woodward, Okla., May 21.—Our wheat acreage is 100% of last year but the condition is not over 80%. The acreage of corn, oats, and barley has been increased fully 25% and the condition of each is 100%.—L. E. Bouquet.

Binger, Okla.—On May 2, we had a terrible windstorm which blew the cupola off the elvtr. and leaned it badly. It blew away the warehouse and blew the spouting from the elvtr. to the cob house. Men are on the ground now making repairs.—Chas. Wilson.

Oklahoma City, Okla.—The Hardeman King Co. will soon occupy its thoro modern fireproof plant. The mixed feed mill is of brick and tile 48x48 two stories. The warehouse of the same materials 48x160 one story and basement. The working house of the elvtr. is 36x36x140 ft. high built of reinforced concrete. Cylindrical concrete storage bins will be added later. At present it has storage room for 75,000 bus. in its 17 square hoppers bins. Each of its two legs will elevate 3,500 bus. per hour. A Howe 100 ton track scale in track shed will weigh cars before and after. The office is of brick and tile 24x50 ft. two stories, the first story being used as a garage. The plant was designed and is being built by the Jones, Hettlesater Cons. Co.

OREGON

Salem, Ore.—The Buchanan Grain & Feed Co. incorporated; capital stock, \$50,000; incorporators, C. B. Buchanan, F. B. Siegrist and B. W. Kreitz.

Hillsboro, Ore.—The Buchanan-Cellars Grain Co. recently incorporated; capital stock, \$50,000; incorporators, C. B. Buchanan, A. C. Cellars, G. P. Lindsay.

PENNSYLVANIA

Philadelphia, Pa.—The membership of Hughes & Dier and the interest thereon will be sold at public auction May 28 on the floor of the exchange.

Philadelphia, Pa.—The firm of Brey and Sharpless will continue as heretofore under that name. One of the partners, Thos. K. Sharpless, died in March.

SOUTH DAKOTA

Canning, S. D.—I am building an elvtr. here.—Frank Pettyjohn.

Harrold, S. D.—I am building an annex to my elvtr. here.—Frank Pettyjohn.

Buffalo Gap, S. D.—Work is progressing on the erection of a new flour mill here.

Kingsburg, S. D.—Roy Kenyon has become mgr. of the Farmers Elvtr. Co.'s elvtr. here.

Astoria, S. D.—The Astoria Farmers Elvtr. Co. has installed electric power in both of its elvtrs.

Junius, S. D.—N. C. Jensen has been employed for the third year as mgr. of the Midway Farmers Warehouse Co.

Roslyn, S. D.—Wm. Reinstra of Watertown has succeeded W. T. Pederson as mgr. of the Roslyn Farmers Elvtr. Co.'s elvtr.

Nunda, S. D.—The Snyder Elvtr. operated by the Nelson Grain Co., will be closed for the balance of the season.—Carl Doerr.

Rowena, S. D.—Ben Hicks, who was mgr. of the Farmers Elvtr. Co.'s elvtr. from 1920 to 1923, is again mgr. He succeeds J. Meylink.

Strandburg, S. D.—J. O. Nelson has resigned as mgr. of the Farmers Grain & Lumber Co. to become mgr. of a lumber business at Stockholm, S. D.

Sioux Falls, S. D.—The next annual meeting of the South Dakota Farmers Grain Dealers Ass'n will be held here in December, the exact dates will be decided by the executive com'te later.

Edgemont, S. D.—Frank Downey and John Modde recently bot the elvtr here, and will operate it in connection with a general grain, flour and fuel business. They will also buy and sell hogs and cattle.

Herrick, S. D.—The A. Zorba Land & Grain Co., incorporated; capital stock, \$5,000; incorporators, A. Zorba, Zella E. Zorba, and Joseph Kulbany. This company is successor to the Farmers Co-op. Grain & Live Stock Ass'n.

SOUTHEAST

Pensacola, Fla.—The Lurton Co. has recently been incorporated, and will build and operate grain elevators. M. A. Lurton is pres.

Summit Point, W. Va.—We are making extensive improvements to our elevator here, this being one of several branches.—The Reed Grain & Milling Co.—Formerly, Wm. E. Reed & Son, Charlestown, Va. It was erroneously reported that improvements would be made at an elevator at Charlestown.

TEXAS

Dodsonville, Tex.—We sold our elevator here to Tobe Deahl.—Stevenson Grain & Elevator Co.

Denison, Tex.—New machinery has been installed in the plant of the Knauer Grain Co.

Carrollton, Tex.—Fire destroyed the entire plant of Carrollton Mill & Elevator Co. recently. Loss, \$13,000.

Hoover, Tex.—U. S. Strader Grain Co. of Amarillo sold its elevator here to Lester Stone & Co.

Perryton, Tex.—The Sharon Grain Co., Woodward, Okla., has purchased the elevator here of the Higgins Grain Co.

Spearman, Tex.—The Probst Grain Co. elevator, which has been idle for two years, has been bought by a firm of El Dorado, Okla.

Spearman, Tex.—R. L. McClellan has bought the A. Liske elevator and will operate it. He has been manager of the Equity Exchange.

Temple, Tex.—The old Sunset Milling Co. has not been operated for about two years. The First National Bank has charge of it.

Comanche, Tex.—Brighton & Sons have recently completed a 30-car capacity warehouse and expect to buy and sell grain of all kinds.

Carlton, Tex.—The H. O. Rowland Grain Co. recently incorporated; capital stock, \$4,000; incorporators, H. O. Rowland, S. B. Everett and H. M. Everett.

White Deer, Tex., May 21.—Wheat acreage is 75% of normal; condition, 100%. Oats and barley acreages are normal with the condition at 75%.—W. E. Simmons.

Wellington, Tex.—The elevator here is still owned by us, but we have discontinued its operation for the present. We have gone out of the grain business. No successor.—Stevenson Grain & Elevator Co., J. B. Stevenson.

Fort Worth, Tex.—The E. G. Rall Grain Co. has added 10 cylindrical reinforced concrete tanks to the resulting interstices bins to its fireproof grain elevator. This latest addition will increase its storage capacity by 200,000 bush. Jones & Hettlesater Cons. Co. did the work.

Fort Worth, Tex.—The Farmers & Mechanics National Bank has been ordered by court to pay the Walker Grain Co. \$10,000 and \$1,250 in penalties. The grain company filed a suit against the bank in connection with funds another bank handled for the grain company, and which was later merged with the Farmers and Mechanics.

Fort Worth, Tex.—Jule G. Smith, pres. of the Fort Worth Terminal Elevator Co., assures us the company's new modern fireproof elevator on the M. K. & T. R. R. will be ready to receive grain when the new crop starts to move. This reinforced concrete elevator 104 bins will provide storage room for 1,750,000 bush. It will be operated as a public storehouse giving preference to wheat. C. H. Pettijohn will be superintendent. Three long private switches will provide storage for a bountiful supply of loaded cars and keep the 5 receiving pits busy. The working house is nearly 200 ft. high and the boots of the six 10,000 bu. legs are above ground in the well lighted first story. The house is equipped with Weller car pullers, belt carriers, trippers, heads, boots and buckets, 4 Eureka Compound Separators, 4 Carter Disc Separators and an Humphrey Continuous Belt Elevator. Three 36" rubber belt conveyors will carry grain to the 36 cylindrical bins and the interstices bins. The house was designed and built by the Southwestern Engineering Co.

UTAH

Ogden, Utah.—The B. L. Slack Grain Co. incorporated; capital stock, \$50,000; incorporators, B. L. Slack, pres., Joseph E. Crompton, E. P. Smyth, Harriet B. Slack and Mary C. Smyth. B. L. Slack is secretary of the Grain Exchange.

WASHINGTON

Pasco, Wash.—W. H. Younger recently bought the interest of G. E. Gregory in the Pasco Grain & Milling Co.

Downs, Wash.—The Pacific Coast Elevator Co. will build a warehouse here, which will cost about \$3,500 and have a capacity of 100,000 bush. Work will start in a few weeks.

Armstrong (Pullman p. o.), Wash.—The Pacific Coast Elevator Co. will build a warehouse here to replace the one burned Apr. 12. It will cost about \$7,000 and have a capacity of 200,000 bush.

Ilwaco, Wash.—The Owen Feed & Grain Co. recently completed its new building. It is 50x128 ft. and has 10,000 square ft. of floor space. The main offices of the company are at Astoria, across the Columbia river.

WISCONSIN

Union Center, Wis.—Mail addressed to Asa Gale & Co. has been returned marked "Out of business."

Fond du Lac, Wis.—Chas. Bleck and Milton Ehnert recently bought the plant of the New Fane Milling Co.

Bowler, Wis.—Mail addressed to John Renk has been returned marked "Removed to Eagle River, Wis."

Jackson, Wis.—The Jackson Elevator Co. was formerly the Froehlich Mercantile Co. J. Hemmel is proprietor.

Sobieski, Wis.—Mail addressed to F. A. Pepinski has been returned marked "Does not receive mail here."

Pound, Wis.—Mail addressed to the Pound Klondike Implement & Grain Co. has been returned marked "Out of business."

Superior, Wis.—Thos. Manley, a grain trimmer, was killed by falling into the hold of a ship which was loading grain at Cargill elevator. "M."

Portage, Wis.—Creditors of M. C. Hettinger held their first meeting May 20 at the office of C. F. Lamb, referee in bankruptcy. Hettinger's liabilities are listed at \$26,000, and assets at \$15,000.

France Considers Country Elevator Plan.

A country elevator system for France, based on the plan used in the United States, has been under consideration of the Central Wheat and Bread Committee. It was drawn up by M. Georges Lefebvre, who proposes the establishing of elevators at railway junctions and canal centres. In most cases it would be quite possible to utilize existing buildings, such as disused mills and railway warehouses.

The chief purpose of the plan is to secure as even a distribution of stocks as possible and to eliminate unnecessary transporting of them. The system would make possible more satisfactory classification of the grain into grades. Yet the millers would be able to obtain the grain at prices more nearly corresponding to the different qualities. If the plan is put into effect it will be necessary to provide "grain bank" facilities similar to those now available in the United States.

THE BEST Stage for Cutting Wheat, by F. W. Hilgendorf and J. W. Calder (New Zeal. Jour. Agr., 26 (1923), No. 6), gives the results of experiments at the Canterbury Agricultural College. Thirty evenly distributed plots of solid-straw Tuscan wheat were cut at five different stages of ripeness three days apart, beginning about two weeks before the estimated maturity of the grain. The yield data gave statistics showing chances of 25,000 to 1 that an increased weight was securable by waiting until the third stage, but only risk of loss could be incurred by waiting longer. The third stage is described as when the green has been replaced by yellow in the top internode of 99% of the stems, all nodes are still green, and no dough can be squeezed from the kernel, but the later is still soft enough to cut with the thumbnail.

Feedstuffs

NEW CASTLE, PA.—The Fisher Feed & Coal Co., Inc., has been dissolved.

BILOXI, MISS.—The Crushed Oyster Shell Co. has increased its capital stock from \$12,000 to \$20,000.

CLINTON, OKLA.—The Clinton Milling Co. is erecting a 28x58 ft. warehouse and will handle feed and coal.

MAUSTON, WIS.—Frank Steiner has purchased the interest of his brother, John Steiner in the Riverside Feed Mill.

HALEYVILLE, ALA.—Oscar Drake and C. Dodd have organized the Drake & Dodd Wholesale Feed & Grain Co. here.

CHEHALIS, WASH.—The Thompson Feed Co. has moved into the building formerly occupied by the Chehalis Grain & Fuel Co.

NEW ORLEANS, LA.—W. H. Hoffman, a former employee of the New Orleans Mixed Feed Ass'n, is now Traffic Manager for J. T. Gibbons, Inc.

EAST LOS ANGELES, CAL.—A fire in the plant of the Laguna Feed & Fuel Co. did damage to the extent of \$25,000 recently. The firm is expected to rebuild.

HOLTON, KAN.—The Mill & Coal Co. has been incorporated to manufacture poultry food. H. D. Wilson, well known poultry fancier, is pres. and E. R. Sloan is treas.

CUERO, TEX.—The Cuero Mill & Feed Co. started active operation in its plant on Main street about April 23. It manufactures the Turkey Trot brand of feedstuffs.

ILWACO, WASH.—The new 50x128 ft. building of the Owen & Peak Feed & Grain Co. is now complete. This gives the firm approximately 10,000 square feet of floor space.

WAXAHACHIE, TEX.—A new feed house, 58x100x96 ft., of ironclad construction, will soon be built here by D. H. Thompson. Excavation has already been started on the site.

CHARLESTON, W. VA.—The People's Feed Co. has taken over the business of the Morrow Milling Co. W. L. Morris, former manager of the Milling Co., is remaining in command.

EDMOND, OKLA.—The Eagle Milling Co. is erecting a flour and feed warehouse. E. S. Rodkey, general manager, says the firm is considering installing a poultry feed mixing plant this year.

NEW ORLEANS, LA.—The Scott County Milling Co., of Sikeston, Mo., has opened an office here where it will sell flour and mixed feeds for both export and domestic use. The local manager is W. H. Barnes.

SHELBYVILLE, KY.—L. B. Hansbrough has purchased the Shelby County Feed Co. which was formerly operated by J. Geoghegan and Dudley Jesse. He took possession May 1, and now carries a full line of feed.

PRINCETON, ILL.—Fire razed a storehouse of the Princeton City Mills on the evening of May 2. It started in the baled hay and feed contained in the building. J. W. Challacombe, proprietor, estimates the loss at about \$1,000.

SPRINGFIELD, ILL.—Model Flour & Feed Co. has been incorporated by L. E. Kincaid, W. E. Henry and E. T. Stanard with a capital stock of \$10,000. It will deal in and manufacture feedstuffs, flour, grain and grain products.

MOBILE, ALA.—The mill plant and other buildings of the Ziliak & Schafer Milling Co. dealing in feed and grain, were completely destroyed by fire May 9. J. A. Lamey, agent and general manager for the firm, estimates the loss at approximately \$400,000, partially protected by insurance. A varied assortment of feed and mill products had been stored in the buildings. The plant will be rebuilt on the same site as early as practicable.

BALTIMORE, MD.—East Coast Trading Co. has registered trade mark No. 192,316 for shell and grit. It consists of the word "Oberlime" set horizontally in heavy, black type, and surrounded on all sides by a heavy, black line.

DAVENPORT, IA.—Henry Ott, who was engaged in the flour and feed business in this city for 35 years, died May 14. He is survived by his widow, Mrs. Johanna Ott, a daughter, one grandson, and two sons, Adolph and Conrad, all of Davenport.

STOCKTON, CAL.—The co-partnership between G. S. Melone and J. M. Perry, dealing in grain, hay, and operating as commission merchants under the firm name of Melone & Perry, has been dissolved. G. S. Melone will carry on the business alone.

MILROY, IND.—The Milroy Milling Co. is constructing and installing a cornmeal and feed plant, increasing its capacity 300%. Feed mixing equipment capable of turning out 50 tons a day is also being installed. It is expected to be complete about Sept. 1.

MILWAUKEE, WIS.—The Newton Feed Co. has been incorporated with 2,500 shares of common stock with no par value, to engage in manufacturing of feeds and to deal in grain. G. L. Newman, Lewis M. Hatch, and E. L. Murray are the incorporators.

CHARLESTON, W. VA.—Charleston Milling & Produce Co. has registered trade mark No. 192,960 to be descriptive of middlings, dairy feed, wheat flour, mixed feed, mill and stock feed. It consists of a diagonal blue bar or band extending over the face of the label or container.

BURLINGTON, VT.—L. I. Patten, L. G. Irwin and H. L. White have filed articles of association to do a hardware and wholesale and retail grain and feed business with headquarters in Burlington. The capital stock is to be \$50,000, divided into 500 shares with a par value of \$100 each.

AURORA, MO.—The plant of the Majestic Supply Co. was burned the night of May 9, the resultant loss being estimated at \$16,000. An exposure fire is given as the cause. The firm manufactures feed, doing an extensive business in southern Missouri, Arkansas and part of Oklahoma.

ST. LOUIS, MO.—The Mixed Feed Supply Co.'s grain department is now in charge of John Martin, formerly with Carlisle-Burnes Grain Co., of Omaha, Neb. Eddie Garmon, formerly with Langenberg Bros. Hay & Grain Co., has taken charge of the consignment business of the same organization.

WASHINGTON, KAN.—The unit of the Federated Mills recently installed here is now in partial operation. The Federated Cereal Mills manufacture 15 different products under the name of "Vitacreme," consisting of 6 breakfast foods and 9 feeds. This unit is managed by A. V. Hines and C. J. Lonacre.

FORT SMITH, ARK.—The Peanut Mill & Products Co., recently organized here, plans the erection of a plant to cost \$25,000, the amount of the capital stock. S. T. Hester is general manager of this firm, which will manufacture an animal feed from peanut meal, cake, hulls and vines, in addition to other products.

HOLTON, KAN.—The Bernard Mill & Coal Co. has recently been chartered to manufacture a complete line of chick feed, consisting of starting food, growing mash, laying mash, fattening mash and moulting mash. The capital is \$25,000. The officers and directors are: H. Wilson, pres.; L. Carnahan, vice-pres.; J. Bernard, treas.; and P. Bernard.

U. S. GRADES for timothy and clover hay, that were recommended by the Department of Agriculture Feb. 1, 1924, will be ready for distribution about June 10, 1924, in a circular the Department desires to reach large numbers of hay dealers and hay producers in the timothy and clover regions of the United States. Copies will be sent on application to the Bureau of Agricultural Economics, Washington, D. C.

CEDAR RAPIDS, I.A.—A spectacular fire razed the storage house of the Quaker Oats Co. about 9 o'clock p. m., Apr. 30. The flames are thought to have started in the basement of the two-story brick building. Approximately 3,000,000 pounds of feed were stored in the warehouse. The aggregate damage has been announced at \$43,803.50. The warehouse was valued at \$23,000 and insured for \$12,000. Milo Whipple, agent of the building for Mr. Clement, the owner, says no plans have been formulated for rebuilding.

UNFAIR METHODS of competition in the sale of animal feed products is alleged in separate complaints issued by the federal trade commission against the Quaker Oats Co., Chicago, Larowe Milling Co., Cleveland, and the Ralston Co., St. Louis. The complaints charge the firms with discriminating between "preferred" jobbers and retailers and "ordinary" jobbers and retailers, and not making the different prices paid for the products on a basis of grade, quality or quantity, nor in good faith to meet competition.

PITTSBURGH, PA.—Nine livestock feed agents were ordered prosecuted recently by J. W. Kellogg, chief chemist of the Pennsylvania department of agriculture, for selling livestock feed which was not registered or properly labeled, in western Pennsylvania territory. Department representatives collected samples of 141 brands of the feedstuffs in that section. Of these 60 brands had not been registered for this year. A number of them carried no guaranties attached to the containers, as is required by the Pennsylvania law. When notified, 51 of the manufacturers promptly registered their products, paying \$724 in registration fees to the department. Adulteration with weed seeds is suspected in 7 brands and samples have been taken for examination.

Feedstuffs Standards.

The com'te on feedingstuffs of the Millers' National Federation presented the following report at the recent Chicago convention:

First, as the result of the action taken by the Feed Control Officials at Washington last November, to retain for another year as tentative standards for Southwest feed, for further study and investigation, it is recommended by this Committee in view of the fact that Millers are practically unanimous that the proposed maximum standards for fibre in these tentative standards are too low; that the Secretary's office of the Millers' National Federation dispatch a letter or bulletin to all millers interested in Southwest feeds, requesting that a report be made back to the Secretary's office for compiling the results obtained from analyses made during the year on Brown Shorts and Gray Shorts, thus following up Mr. Husband's communication of January 16, 1923, and in which Bulletin No. 280 was enclosed.

It is further the opinion of this Committee that if we are to receive proper consideration and recognition at the meeting of the United States Feed Control Officials this fall, that there must be no lack of sufficient and concrete evidence secured through actual analyses, thus enabling us to combat the unreasonable standards now being carried as tentative, namely: maximum fibre not more than 6.5% on Brown Shorts; maximum fibre not more than 5.5% on Gray Shorts, 3.5% maximum on White Shorts, and that all millers interested see to it that analyses be made at stated intervals, not only in their own laboratories, but by some outside laboratory of unquestioned standing, because it is important that these analyses be made by a

laboratory having the confidence of Feed Control Officials.

With the adoption as official of a maximum of 9.0% fibre on hard wheat standard middlings is it not reasonable that we take a firm stand for a maximum fibre of not less than 8.5% on Brown Shorts, not less than 6.0% maximum fibre on Gray Shorts, not less than 4.0% on White Shorts, thus permitting of some latitude in milling?

On motion of F. H. Tanner, amended by Karl E. Humphrey, and seconded by J. B. McLemore, the Report was adopted, with the understanding that its adoption did not change the attitude of the Federation as being opposed to adoption of standards for millfeeds.

"UNSOUND AND indefensible in principle and wholly unworkable in practice," is the way Dr. James E. Boyle, professor of rural economy, Cornell University, summed up the McNary-Haugen bill in an address before the Illinois Chamber of Commerce at Chicago.

SPOKANE, WASH.—The Washington Wheat Growers Ass'n recently decided at a special meeting held in this city to suspend operations for the season of 1924, a vote showing 700 in favor and only 40 against the move. About 600 votes had been mailed in to ass'n headquarters. About 150 growers attended the mass meeting called by the board of directors. Results of the voting authorized the directors to suspend operations temporarily.

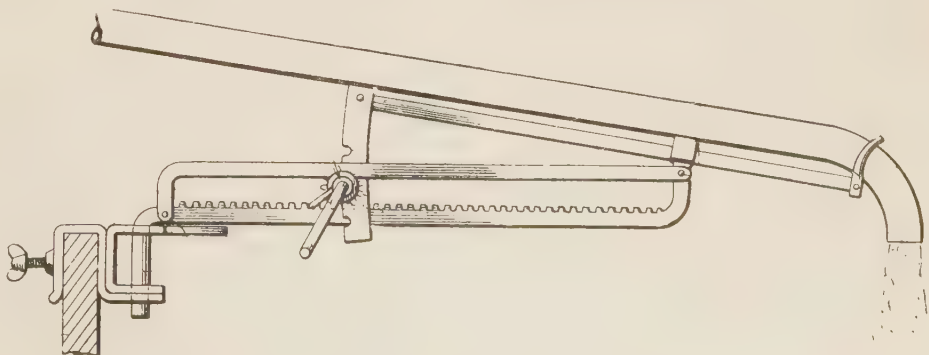
Car Spout Holder.

Grain loading apparatus, intended to effect an even, uniform, and well distributed load in the car, without the necessity of shoveling, or using a number of operatives and thereby risking the possibilities of injuring the grain, is a recent invention.

The receiving end of the spout shown in the engraving herewith is attached to the flexible end of the elevator spout. A slightly curved bar with three notches cut in the outer edge, enable the operator to adjust this spout at three different angles. The crank with the cog wheel which engages the cogs on the lower bar of the device, is used to extend the spout so as to reach the farthest corners of the car. Retrograde movement of the spout is prevented by a bail, pivotally mounted on the shaft of the cog wheel, which engages the teeth of the rack. As the farther ends of the car are filled the spout can be drawn back by lifting the bail and manipulating the crank.

The device is swung sidewise on a pivot fitted into proper holding apparatus. Combined with this holding apparatus is a semi-circular extension of iron, punched at regular intervals with holes. Bolts or pins, fitted properly into these holes, keep the spout in the position it is placed. The equipment is capable of swinging horizontally in an arc of 180 degrees. It is readily attached to a temporary wall, or planking, in the car door opening, by means of hangers and set screws.

Byrd Rogers, the inventor, claims this apparatus is of simple and durable construction, is reliable in operation, and is easily and inexpensively manufactured. He has been granted patent No. 1,489,850.



Adjustable Holder for Car Loading Spouts.

Grain Carriers

A MERGER of the Missouri Pacific and the New Orleans, Texas & Mexico has been arranged by the controlling interests of the two roads.

RAILROADS WILL place orders for equipment during 1924 totaling approximately 100,000 new cars and 1,600 new locomotives, it is indicated by a survey taken by railroad executives recently.

FREIGHT CARS in need of repairs totaled 179,257, or 7.9% of the entire number on line, on May 1. This was an increase of 2,577 over the number on Apr. 15, according to the American Railway Ass'n.

AN INCREASE in compensation that will approximate \$55,000,000 annually is asked of the carriers by the Brotherhood of Railway and Steamship Clerks, Freight Handlers, Express and Station Employees.

THE PROPOSED new freight schedules increasing grain and grain products rates from Chicago and Milwaukee to New York Harbor, via the lake and rail routes, were suspended until Sept. 14 by the Interstate Commerce Commission.

THE UNITED STATES Railroad Labor Board has re-elected Ben W. Hooper as chairman despite his intention to resign, and he will continue to fill that office for the ensuing year. W. W. Hangar was re-elected vice-chairman of the board.

THE COUNTRY'S surplus freight cars in good repair and available for immediate use if conditions demand totaled 324,779 on May 7, says the American Railway Ass'n. This is 4,710 cars less than the number available the last of April. Almost no shortage is reported.

THE NEW YORK Produce Exchange has gathered together all the boat companies at the eastern end of the New York barge canal and arrangements have been made whereby all the business passes thru one office. This goes a long way toward doing all the canal forwarding under one management.

NOTICE of its intention to withdraw from the Far East Steamship Conference was given by the Toyo Kisen Kaisha May 12. "All of our vessels," said Mr. Ueda, local manager of the line, "formerly engaged in the Atlantic and Gulf trade, are now under charter in the trans-Pacific trade up to the end of the year. Most of them are booked to carry lumber to Japan, while others are to carry wheat."

SPOKANE, WASH.—When the suggestion of E. L. French, Director of Agriculture, that Spokane side with the wheat growers in the agitation to wipe out the Portland differential on wheat shipped from points south of the Snake river and put Puget Sound ports on a parity, was tabled by the traffic bureau of the Spokane Chamber of Commerce, the bureau scented politics and answered "No."

LITTLE NEW tonnage is being chartered on wheat moving from Duluth to Buffalo and the water carriers are willing to move grain for 2c per bushel since there is little or no demand from shippers. A few boats are reporting for loads on former contracts. Good unloading dispatch is being reported from Buffalo. Vessels are meeting with a little delay, due to a rush of cargoes, at Port Colborne, Ont.

GRAIN AND grain products were loaded into 43,591 cars during the week ended May 3. This was an increase of 5,562 cars over the previous week and 9,428 cars over the corresponding week of last year. The reported car shortage for the period ending Apr. 30 was 42 box cars, 97 coal cars, and 177 all freight cars. The surplus of serviceable equipment was 101,648 box cars, 193,061 coal cars, and 329,489 all freight cars.

NORFOLK, VA.—The grain loaded American steamer, Gaston, of the Southgate Forwarding Co., Norfolk, which cleared for Frontera, Mex., a few weeks ago, recently returned to Norfolk and reported a federal gunboat had driven her from the harbor before the grain had been unloaded, and half the cargo had to be taken to New Orleans. The Forwarding company has called on the State Department for representations to Mexico.

THE PORTS on the Great Lakes and the states bordering on the Lakes have a greater foreign commerce future than any other part of the United States, according to Chairman O'Connor of the United States Shipping Board, in a talk before the delegates to the foreign trade conference at Detroit. Production centers are near the center of the country generally and water haul is cheaper than rail, according to his reasons.

BETWEEN 18,000 and 20,000 grain cars have been stored in the southwestern wheat belt in preparation for the beginning of harvest. These are distributed thruout Missouri, Kansas, southern Nebraska and the northern portions of Oklahoma and Arkansas. About 35,000 cars are expected to be on hand when harvesting starts, says W. Harvey, ass't sec'y of the Trans-Missouri-Kansas Regional Advisory Board. About 90,000 cars are expected to be used.

POSTPONEMENT of the operative date of section 28 constitutes notice to American shippers and American railroads to terminate any contracts they may have with foreign shipping lines, according to Chairman O'Connor of the shipping board. The decision of the board, he added, in postponing action on the section meant nothing more would be done on it for at least 6 months. But, when the board again takes up the subject, no consideration will be given shippers and carriers having foreign contracts.

VANCOUVER, B. C.—Vancouver grain shippers have greatly increased in number during recent years. So have their shipments. During the month of March, 1924, Jas. Richardson & Sons shipped 2,274,365 bus. of grain; Strauss & Co., 1,775,600; Balfour, Guthrie & Co., 527,490; Dreyfus & Co., 377,500; Alberta Pacific Grain Co., 366,670; Kerr, Gifford & Co., 366,570; Canada Grain Exchange Co., 303,570; Bunge Western Grain Co., 298,660; F. W. Rudolph, 297,160; Vernon & Buckerfield, 263,990; Globe Grain Co., 245,000; Norris Grain Co., 57,340; Alberta Co-op. Whl. Producers, 37,330.

FREIGHT CLAIM representatives from practically all of the transportation companies in United States and Canada will hold a meeting in Chicago during the first week in June. C. H. Dietrich, freight claim agent of the C. M. & St. P., announces that one day of this meeting will be set aside and the public invited to attend and participate in the discussion. Suggestions and constructive criticism on the part of the public which may improve transportation service will be encouraged. This invitation is extended to Chicago Shippers' Conference Ass'n thru Geo. W. Blair, pres. of the ass'n, and R. C. Ross, general chairman of the Midwest Regional Advisory Board.

PHILADELPHIA, PA.—A conference of grain shippers and railroad officials was recently called in Philadelphia upon the motion of H. J. Horan, pres. of the Commercial Exchange, to bring to the attention of railroads entering this city the preferential rates given by Canadian railroads to Montreal, which has caused Philadelphia to lose almost all of her export traffic. The railroad leaders said it would be impossible to reconstruct the grain rates without making changes on other commodities in the same ratio. Such action would affect the entire rate structure of the roads. But the roads pledged their co-operation and some solution of the existing difference is expected to be found in the absorption of handling charges at local elevators by the carriers.

THE BUDGETS of many railroads for ordering new equipment will be reduced on account of the maturity of the large new issues of the equipment trust certificates placed last year. The roads must provide enough out of earnings to pay these certificates. They mature every six months. Hence, many roads are loath to order that they may not find it necessary to increase this requirement for special expenditures.

DULUTH, MINN.—Navigation at the head of the lakes was seriously interfered with during the week ending May 10. On the 5th the entrances to the Duluth-Superior harbor were closed solidly by wind-piled ice. Boats arriving during the week became blocked in the floe. The wind subsiding, tugs broke the blockade May 9 and, from 7 p. m. on the 9th to 7 p. m. on the 11th, 117 vessels entered or departed from the harbor.

WASHINGTON, D. C.—A joint resolution directing the Interstate Commerce Commission to adjust freight rates so as to relieve depression in any basic industry and particularly agriculture, was quickly adopted by the Senate, May 12, upon the urgent demands of the farm bloc. Senator King (Dem., Utah) alone saw fit to question the wisdom of the policy. Senator Smith (Dem., S. C.), chairman of the interstate commerce com'te, proposed the resolution. The purpose of the adoption was to give congressional support to the Interstate Commerce Commission to use the authority it possesses.

WASHINGTON, D. C.—The Gooding bill, which prohibits railroads from charging less for the longer haul than the shorter haul, except in the case of circuitous railroads, and as to export and import rates and express rates, in order to meet competition of water carriers, or market, was passed by the Senate May 19, by a vote of 54 to 23. The intermountain states have been fighting for such legislation for years. Advocates of the bill will attempt to get the House to act on it before adjournment. It is expected they may resort to the new discharge rule to bring it before that body within the next three weeks.

AN INCREASE in pay of 6½% is being sought by the Brotherhood of Locomotive Engineers and the Brotherhood of Locomotive Firemen concerned with western lines. Over 85% of the western lines mileage and over 60,000 engineers and firemen are affected. The railroad managements and the labor leaders were unable to come to an agreement when in conference. Finally the labor leaders refused to continue in debate. Thereupon W. M. Jeffers, vice-pres. of the U. P. R. R., representing the managements, lodged the controversy with the United States Labor Board. The 6½% increase in pay and the revision of certain working rules between the companies and their employees are at stake.

LOWER FREIGHT rates are wanted by the shipping interests between southern Idaho points and the Pacific coast. To that end Governor C. C. Moore and a delegation of Idaho officials and wheat growers recently went to Portland, Ore., to confer with Chamber of Commerce and railroad officials, including H. M. Adams, vice-pres. of the U. P. System, and J. H. Godwin, general freight agent. The wheat growers contend that a lower rate from southern Idaho to the coast would enable them to export more of the grain. They had data with statistical data with them showing the number of cars shipped out of that district, the total production and the increased shipments that would result from a lower rate. Northern Idaho enjoys lower rates considering the distance and the railroad company is asked to make a reduction in rates that will balance the charges from the two sections of the state. Increased business from the southern portion, it is said, would prevent any loss in revenue.

THE YIELD of wheat in England has been increased about 8 bushels to the acre every 100 years, during the last 300 years.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & A. supplement No. 10 to tariff No. 28-D gives minimum weights and rules governing grain shipments, effective June 1.

C. & E. I. supplement No. 4 to tariff No. 610 advances the rate on grain between certain points and reduces the rates on grain by-products between other points, effective June 1.

C. & A. supplement No. 12 to tariff No. 2-I further suspends the effective date of cancellation of switching charges on grain and grain screenings, stated in item No. 115 of the tariff, until July 7, 1924.

I. C. supplement No. 25 amends page 50 of tariff 1537-G, reducing the proportional rates on grain, grain products, cotton seed products, and seeds, from South Pekin, Ill., making them the same as from Peoria, Ill., effective June 15.

A. T. & S. F. supplement No. 19 to tariff No. 11877-C gives the rate on cottonseed, in carloads, applying only on Arizona intrastate traffic, from Glendale, Ariz., to Wenden, Ariz., as 25 cents per 100 lbs. From the former city and from Phoenix, Ariz., to Seligman, Ariz., the rate is 43½ cents per 100 lbs. Minimum carload weight is 40,000 lbs. Supplement No. 19 is effective June 12.

E. B. Boyd supplement No. 10 to Circular No. 1-R of the Western Trunk Lines becomes effective June 15. Among the rules, regulations and exceptions to classifications given are rules covering the handling of seeds thru Chicago freight houses and rules for the transferring of grain from car to car thru an elevator. These rules were previously published in supplements Nos. 8 and 9, which No. 10 cancels.

C. & E. I. supplement No. 17 makes certain amendments to tariff No. 600, effective June 15. A reduced rate of 22½ cents per 100 lbs. is made on cotton seed oil cake and spent grain mash (dried), and articles taking the same rates as described in Rules. Nos. 15 and 20 of the tariffs, also cotton seed cake, cotton seed hull bran, sunflower seed cake, and sunflower seed meal in carloads subject to minimum weights, from Evansville, Ind., to Ashland, Ky., and Youngstown, O.

A. T. & S. F. supplement No. 8 to tariff No. 7481-H becomes effective June 5. It gives some reductions and some changes in the rates applying on flour and corn meal between various points in Kansas to Memphis, Tenn., Ft. Smith and Little Rock, Ark., New Orleans, La., and Texarkana, Ark.-Tex. Rules and minimum weights are given on cotton seed hull bran, ground cotton seed hulls, chops, sorghum grain or head, dried beet pulp, alfalfa feed, alfalfa and pummies meal, ground, sorghum pulp meal, sorghum seed, and wild mustard seed.

Kansas City Asks Equal Freight Rates.

Arguments showing the inequality of grain products freight rates from Omaha, and Kansas City to southeastern states were made by W. R. Scott, transportation commissioner of the Kansas City Board of Trade, May 15, before the Interstate Commerce Commission.

The entire rate structure of the points in question were examined to show that Kansas City shippers are discriminated against in rates on shipments to the destination points in question when compared to the rates from Omaha.

Using the hypothetical illustration of a 100-lb. shipment of corn originating at an Iowa point north of both Omaha and Kansas City, Mr. Scott showed the rate to Kansas City—the inbound haul—is 7 cents higher than that to Omaha. And the comparative rate on this same shipment to a destination in the southeastern states—the outbound haul—is only 1 cent more from Omaha than from Kansas City, altho Omaha is about 200 miles farther than Kansas City from the nearest southeastern gateway center. An additional burden of 6 cents per 100 lbs. is placed on Kansas City shipments in the proportional rate by this inequality. Kansas City business men are at a disadvantage in the competitive southeastern

market. A 6-cent cut in the outbound Kansas City rate is asked by the Board of Trade of that city.

Shippers Organize Mid-West Advisory Board.

J. L. Bowlus, of Milwaukee, is alternate chairman of the Mid-West Regional Advisory Board, recently organized by shippers and receivers of freight in the middle west. This board is a voluntary organization of every branch of the public in the territory comprising Illinois, Iowa, southern Wisconsin, and eastern Indiana. Each group, or commodity, is represented by a com'ite. As many com'ites as are necessary to make the board thoroly representative are used. Other officers of the board are R. C. Ross, Chicago, general chairman; and Robert Hula, Chicago, sec'y.

The board is organized on the principle of informal negotiation between the railroads and their users to determine the relative truths about their relationships, and to recognize them as a basis for direct dealing.

A common meeting ground between shippers, receivers, railroads, and carriers, as a whole, is furnished by the board. A better mutual understanding of local transportation requirements, and aid in analyzing transportation needs and in anticipating car requirements are among the objects of the organization.

The board intends to promote car and operating efficiency in connection with maximum loading, and in the proper handling of cars by shippers and carriers; to secure a proper understanding by the railroads of the needs of the shippers, and their co-operation in carrying out necessary rules governing car handling and distribution; to study production, markets, distribution and trade channels of the commodities produced in its territory and to acquaint shippers and railroads in each section of the country with seasonal requirements in order to promote intelligent co-operation in the handling of equipment between the different districts of the country.

Hopes of adjusting informally, car difficulties which may arise between carriers and shippers and receivers, and of giving the shipping public a direct voice in the activities of the Car Service Division of the American Railway Ass'n, in all matters of mutual concern, are entertained by the members, who are to meet with the officials of carriers in the board's territory periodically. It functions on all matters which come within the purview of the Car Service Division. It does not deal with rates.

Shippers within the territory of the board are urged to bring to its attention such matters as may properly come within the scope of its activities. This action and co-operation on the part of the public will assist the board in functioning and will make it a great force for good in the promotion of industry, transportation, harmonious relations and good will. Any information desired regarding the organization and its activities will be promptly forwarded upon application to Robert Hula, general sec'y.

Cost of Producing Wheat.

Man and horse labor constitute about 30% of the total cost of producing a bushel of wheat. Materials such as seed, binder twine, manure, and fertilizer amount to only 10%, and threshing to 9% of the total cost. Interest on land and machinery represent about 29% and miscellaneous costs equal about 22%, according to the survey made by the U. S. Department of Agriculture. These figures cover the average grower's expenses in producing wheat. Large differences in costs, due to the yield per acre, are found. Owners whose costs are \$1.20 per bushel or under, have yields ranging between 12 and 31 bushels to the acre. Owners whose production costs run \$4 per bushel or more, have yields of 3 to 7 bushels per acre, sometimes less.

OAT BLEACHERS

The bleaching of oats is now coming back into its own. We are prepared to install oat bleachers in any part of the United States. Complete data and prices on request.

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GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Supreme Court Decisions

Landlord's Lien.—An elevator, paying a tenant in cash for grain which he was authorized by the landlord to sell, is discharged from further liability, though payment in any other form than cash is made at its peril.—*Hillstrom v. Farmers Incorporated Society*. Supreme Court of Iowa. 196 N. W. 595.

Interstate Commerce in Grain.—A contract for the sale of oats to be shipped from points in Iowa or S. Dakota, and providing for a certain price at "track, St. Louis," same "to be shipped from the stations and via route taking transit at Burlington for St. Louis," held one calling for interstate shipments and not within foreign corporation law. (Rev. Code, 1919, § 8902.—*Trans-Mississippi Grain Co. v. Spracher*. Supreme Court of South Dakota. 197 N. W. 686.

Warehousemen.—A demand made by the holder of a storage receipt for the grain represented thereby is sufficient, when refused, to warrant an action in conversion, even though not accompanied by an offer to pay storage and other charges accrued, where the refusal is on the ground that there is in no event any liability on account of the grain demanded.—*Carson State Bank v. Grant Grain Co.* Supreme Court of North Dakota. 197 N. W. 146.

Buyer's Delay in Demanding Shipment Invalidates Claim.—Where a brewing company contracted with a rice milling company for the purchase of two carloads of brewer's rice, "Shipment: Buyer's option, January 1st to March 1st, 1917," the buyer could not recover damages from the seller for non-delivery of the rice when demand had not been made until after the expiration of the contract period.—*Monumental Brewing Co. v. Southern Rice Milling Co.* Supreme Court of Louisiana. 99 South. 401.

Liability of Stockholder of Farmers Elevator Co.—A note given by a stockholder of a farmers' elevator company which was in financial distress, pursuant to an agreement among the stockholders, held supported by a sufficient consideration. In an action on a note given by a stockholder of a farmers' elevator company which was in financial distress, the existence of an agreement among the stockholders that the notes should not be used unless a sufficient number was obtained to equal the amount of the indebtedness of the company (which had not been done), held a question for the jury.—*Oren Conley v. Seligman*, in re Columbia Equity Exchange. Supreme Court of South Dakota. 197 N. W. 293.

Warehousemen.—Buyer, who was entitled to possession of goods which seller had consigned to itself and had stored in a warehouse because of disputes, held entitled to sue for possession, seller not being a bona fide purchaser for value to whom warehousemen would be liable for delivery of goods without surrender of warehouse receipt or bill of lading; Warehouse Receipts Act, § 25, and Uniform Bills of Lading Act, § 24, requiring surrender or impounding of receipts or bills of lading not being applicable to actions of replevin.—*Rudin v. King-Richardson Co.* Supreme Court of Illinois. 143 N. E. 198.

Warranty of Seed.—A custom, in order to become a part of terms of a contract, must be fixed, definite and certain and known to the parties, or its existence must have been for such a length of time as to create the presumption that it was known. Implied warranty in the sale of seed held not precluded because the bags in which the seed was shipped bore tags containing a non-warranty clause. Traveling salesmen who sold seed held to have authority to warrant the same.—*National Seed Co. v. Leavell*. Court of Appeals of Kentucky. 259 S. W. 1035.

Elevator Company Not Bound by Unrecorded Cropping Contract.—A provision of a contract to till land for half the crop that title and possession of all the crop should remain in the landowner for repayment of the tiller's indebtedness for farming equipment purchased from the owner, held a "chattel mortgage" within Rev. Codes 1921, § 8246, and not binding on a

subsequent mortgage and an elevator company purchasing mortgagor's share of the crop without notice of the owner's claim; the contract not having been executed and filed as required by the chattel mortgage statutes.—*Crone v. Occident Elevator Co.* Supreme Court of Montana. 224 Pac. 659.

Insurance.—Where an insured insures with appellant a granary for \$400, fixing the insurable value at \$600, and he then takes out another policy with another company in which he insures the same building for \$800, in which the insurable value is fixed at \$1,000, and each policy has a "union mortgage clause" in favor of the mortgagee holding a \$3,600 mortgage, and the granary is totally destroyed by fire, held, mortgagee's contract of insurance in first policy is not affected but remains undestroyed, and that the statute requiring contribution applies.—*Bankers Land Bank of Milwaukee v. St. Paul Fire & Marine Ins. Co.* Supreme Court of Minnesota. 197 N. W. 749.

Malicious Interference with Pool Creates Actionable Liability.—Where a co-operative tobacco growers' pool has been formed under St. 1921, §§ 1786e-1 to 1786e-17a, the conduct of tobacco dealers in organizing a campaign to create dissatisfaction among the members of the pool, offering more than the market price to induce them to breach their contracts to deliver their tobacco to the pool, and offering to indemnify them from costs or damages resulting from such breach, being well calculated to bring about the dissolution of the pool, amounted to malicious interference with the contracts between the pool and its members, and created actionable liability.—*Northern Wis. Co-op. Tobacco Pool v. Bekkedal*. Supreme Court of Wisconsin. 197 N. W. 936.

Measure of Damages for Loss in Transit.—In absence of statute or agreement of the parties, the general rule is that, when goods delivered to a carrier to transport are lost in transit, the carrier is liable for the market value at the place of destination at the time when the goods should have been delivered, less the freight charges, if they have not already been paid. The right of a shipper to recover his actual loss against a carrier for goods lost in interstate transit, as measured by the sale thereof, is not altered because such loss is consequential only, and not damages or injury "to such property."—*N. Y. P. & N. R. Co. v. Bundick, Taylor, Corbin-Handy Co.* Supreme Court of Appeals of Virginia. 122 S. E. 261.

Operation of Exchange Not a Conspiracy.—Operation of an exchange for sales of sugar for future delivery under contracts providing for actual deliveries, and a clearing association for offsetting purchases against sales, will not be enjoined as a conspiracy to restrain trade in violation of Anti-Trust Act (Comp. St. § 8820 et seq.) and supplementary Act Aug. 27, 1894, as amended by Act Feb. 12, 1913 (Comp. St. §§ 8831, 8834), in the absence of evidence that the exchange and the clearing house and their officers produced or attempted to produce a disturbance of the market, though the exchange and clearing association were used by other persons to cause a rise in sugar prices pursuant to a conspiracy.—*United States v. New York Coffee & Sugar Exchange*. Supreme Court of the United States. 44 Sup. Ct. Rep. 225.

Seller's Choice of Remedies Against Carrier.—Where railroad delivered goods to buyer without surrender of Bs/L and payment of drafts attached thereto, the seller could ratify or waive the unauthorized delivery of goods to buyer and sue buyer for balance due on contract price or could sue the railroad for the amount of the drafts, and its election to sue buyer for balance due and to foreclose lien filed to secure payment thereof precluded it from subsequently suing the railroad on failure to obtain full satisfaction in such action against buyer, since the remedies against the buyer

and against the railroad are inconsistent; the action against the buyer being ex contractu, and the one against the railroad being ex delicto, and it not being possible to say with certainty that the choice by the seller of his remedy against the buyer did not prejudice rights which the railroad would have had if the suit had been against it.—*Mosher Mfg. Co. v. Eastland W. F. & G. R. Co.* Court of Civil Appeals of Texas. 259 S. W. 253.

Collecting Higher Rate in Violation of Long and Short Haul Clause.—Where a railroad, under Interstate Commerce Act, § 6, as amended by Act June 18, 1910, and Act. Feb. 28, 1920 (Comp. St. Ann. Supp. 1923, § 8569), filed and published a schedule of rates fixing a rate between two points lower than published rate for shorter haul on same line from intermediate point, without the permission of the Interstate Commerce Commission, and thereafter imposed and collected the higher rate from the intermediate point, in violation of the long and short haul clause of section 4 (Comp. St. § 8566), consignee, who paid such higher rate, could not recover the amount paid in excess of the lower rate without proof of actual damages sustained, in view of section 8 (Comp. St. § 8572), making a carrier "liable to the person or persons injured thereby for the full amount of damages sustained in consequence of any" violation of the act, and in view of amendment to section 4 by Transportation Act of 1920, since in such case the publication of the lower rate for the long haul did not wholly efface the higher intermediate one from the schedule, so as to make the lower rate the maximum rate which railroad could charge, even though railroad was liable to penalty under section 10 for publishing lower rate for longer haul.—*Portland Seed Co. and McCaull-Dinsmore Co. v. Portland & San Francisco Steamship Co. and Great Nor. Ry. Co.* Supreme Court of the United States. 44 Sup. Ct. Rep. 380.

Canada Court Invalidates Future Trading Tax.

It may be too early to conclude that the declaration of the Supreme Court will finally settle the constitutionality of the Manitoba Grain Futures Tax. When the court met to hear arguments the chief justice stated that in the written cases submitted there was not information enough to enable the court really to understand the position. That the court, even after further material had been submitted in writing, did not arrive at an understanding of trading in the grain futures market and of the relationship of such trading in transactions of actual grain, is very evident from the judgment of Mr. Justice Idington, who delivered the main opinion for the court.

The tax on contracts in the futures market is apparently considered the same thing as a tax on actual grain moving into Manitoba from Saskatchewan or Alberta, whereas it is, of course, nothing of the kind, and it would be very difficult to establish any important direct connection between the futures tax and the price of cash grain. If an appeal is taken to the Privy Council that body may be made to understand the matter differently and may not arrive at the same conclusion on this particular point.

Again, in certain portions of Mr. Justice Duff's judgment there is the distinct suggestion that certain modifications in the present act might possibly make it constitutional. So a new act may be passed that can be enforced even if the present act is not sustained on appeal.

In the meantime, the decision will afford some sense of relief to the trade and be the occasion of considerable embarrassment to the Provincial government, which is faced with the probable necessity of refunding monies already collected and will certainly be unable to collect anything more unless the present decision is reversed. The Saskatchewan Co-operative Elevator Company has from the beginning refused to pay the tax and some others in the trade followed that example, but some \$37,800 was actually collected in the closing months of the fiscal year, 1922-23, and the government estimated an income of \$130,000 for the present year.—*Grain Trade News*.

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Surety Liable to Bank on Bond.

The Consumers Grain Co., of St. Paul, Minn., doing a business of \$2,000,000 annually, made an arrangement with the Central Metropolitan Bank for advances on Bs/L, with the privilege of withdrawing Bs/L and giving a receipt therefor under promise guaranteed by the Fidelity & Casualty Co., of New York, that the Bs/L so withdrawn would be returned on demand, or if the grain was sold that the money received would be paid to the bank.

The receipts read that the Bs/L, disposition orders, or money received would be returned the same day the Bs/L were withdrawn, but in practice the grain company did not do this. The grain company had about 1,000 transactions with the bank in the year covered by the bank and in few instances complied with the receipt, but had to hold out Bs/L for mixing or waiting pay from the state, which did not pay until 30 days after delivery.

A clause in the bond read

"Provided, however, * * * that the obligee after becoming aware of any act which may be made the basis of a claim hereunder or the discovery of facts indicating that a loss has probably been sustained shall within five days notify the surety of such act in writing by registered letter at its home office."

Thirteen notes secured by Bs/L were not paid. The Bs/L were withdrawn between the 16th and 26th of July, 1921, and the usual receipts given. The grain they covered was sold and the proceeds deposited in the bank and credit given to the grain company upon the general account on which it drew checks. In accordance with its usual practice it had issued checks to take up all its other notes, but failed to do so as to the 13, representing the amount claimed under the bond.

On Sept. 10, 1921, a written demand was made for the return of the 13 Bs/L or the delivery of disposition orders representing the grain, or the money received if it had been sold. On Sept. 14th, a copy of the demand and a notice that it had not been complied with were sent to the surety company at its home office by registered letter. The notice was not received until Sept. 17. Later, the bank sued for \$19,800 damages for the breach of the conditions of the bond.

The court said: The important question is whether the failure to bring in disposition orders or the Bs/L on the day when the bills were withdrawn made it the duty of the bank to give the surety company notice thereof. If, from that circumstance alone, a prudent man would have concluded that a loss had probably been sustained, or that there was a basis for a claim against the surety company, the duty to give the notice arose long before it was given. But the situation must be viewed as it appeared at the time of the transactions and not as it appears in the light of subsequent developments. When thus viewed, there is room for an honest difference of opinion, and hence it was for the jury to say whether the bank had actual or constructive notice prior to Sept. 10 of acts which might be made the basis of a claim or that a loss had probably been sustained.

The contention is made that, if the bank knew the character of the funds credited upon the account, it was bound to retain its portion, and, if it did not know their character, its negligence enabled the grain company to appropriate the money which the bank should have kept, and defeats a recovery. The contention cannot be sustained. If it were, the duty of active supervision of the grain company's methods of doing business would be placed upon the bank. It is the business of the surety rather than the obligee to see that the principal performs the duty which the surety has guaranteed. The bank could not shut its eyes to anything indicating a probability of loss. It was under a duty to give the surety notice whenever a situation arose which would indicate to a prudent man that a loss was threatened, but so long as good faith was observed, the bank was under no active duty to ascertain whether a loss was probable or to prevent the continuance of the default of the grain company.

The judgment of the district court of Ramsey County was reversed by the Supreme Court, giving a verdict for the bank against the surety company.—198 N. W. Rep. 137.

Radiographs

RADIO TRANSMITTING stations of all kinds number 21,967 in the United States alone. This includes amateur stations, ship stations, trans-Atlantic stations, broadcasting and all other kinds of stations from which messages are transmitted.

ELIMINATION FROM the revenue bill, of the tax on manufacturers of radio sets and parts by a record vote of 40 to 13 in the Senate is counted the first victory of the newly organized Radio Manufacturers Ass'n. The total cost to the ass'n of this tax fight was about \$1,200 and it is estimated this victory will save the manufacturers several times that.

SINGLE CIRCUIT regenerative receiver sets are doomed to go, according to J. H. Morecroft. Mr. Sarnoff of the Radio Corp. is understood to favor a law prohibiting the sale of receivers which produce audible interference with others in close proximity, and prohibiting the use of radiating receivers, to become effective within two years. The dissatisfaction of the listening public is producing results.

RADIO BROADCASTING stations have decreased from 591 on "the air" last May to 577 now. Radio stations have been on the increase again since the first of the year. Many of the present broadcasting wave lengths will be changed, it is expected, by the radio conference Sec'y Hoover plans to call shortly after Congress finishes the present session. Wave lengths for high power class B stations, to which were assigned from 303 to 546 meters, have been exhausted and wave lengths for class A stations are rapidly approaching saturation.

THE MOST powerful radio broadcasting station in the world, owned by *La Presse*, will start operating in the early part of June, sending with a 7,000 watt three-phase rectification "All Canadian Make" Marconi set, from Montreal, Canada. At present CKAC is operating on 2,000 watts and uses a remote control system of entertainment. Only the transmitting room and the apparatus were saved when its \$60,000 studio burned Apr. 26 as a result of a faulty flashlight apparatus used in photographing a new microphone. The new studio of CKAC will find a ready welcome.

Books Received

SOYBEANS, THEIR USE AND CULTURE IN SOUTHERN MINNESOTA, titles a pamphlet by R. E. Hodgson, of the Southeast demonstration farm and experiment station, Waseca, Minn. Soybeans in southeastern Minnesota are largely used as a high protein grain supplement to take the place of oilmeal in the ordinary dairy ration. Data is given on soybeans as hay; for hogs; and for seed: "At present the demand for Minnesota grown soybean seed is very active, and all indications point to a continued demand for seed of adapted varieties for some time to come. Seed of good quality has been bringing from \$3.50 to \$4.50 per bushel. In 1923 the demand far exceeded the supply. Even if the price per bushel were as low as \$2.50, soybeans would be a profitable crop. When growing soybeans for seed the broken and split beans can be separated and used as stock feed. Steers on a full feed of corn have been observed to eat every bean, altho they left shelled corn in the feed box." Under "Culture of Soybeans," the pamphlet says, "The culture of soybeans is very similar to that of corn except that a slightly wider range of soil may be used." "If the plants are thoroly mature when harvested the threshing may be done almost at once if care is taken to spread out the seed so that it will not heat in the bin." "The favorite variety for southern Minnesota is Habaro. This has been tested for several years and has always been one of the best yielders."—Special Bulletin No. 82, University of Minnesota, Agricultural Extension Division, University Farm, St. Paul, Minn.

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CHICAGO, ILL

Supply Trade

BOSTON, MASS.—S. K. Humphrey, inventor of the Humphrey Employees Elevator, has just returned from a 16 months' trip in the Orient.

KANSAS CITY, MO.—The Pratt-Thompson Const. Co. announce that its Cement Gun Dept. has been organized into a separate company to be known as the Gunit Concrete & Const. Co.

MINNEAPOLIS, MINN.—The Pank Grain Door Remover is now being manufactured by the Strong-Scott Mfg. Co. This device is in use at a number of elevators and is proving itself a great time saver.

CHICAGO, ILL.—Foote Bros. Gear & Machine Co. has just issued a new catalog descriptive of its Spur Gear and Worm Gear Speed Reducers. This catalog, which shows the construction and uses of speed reducers, should be in the hands of every elevator operator who is interested in lower maintenance cost, the saving of installation space and how to prevent shutdowns. This catalog will be sent to Journal readers who write requesting it.

THE COST COMMITTEE titles a pamphlet describing the ways and means of organizing a cost accounting com'te within industries. Conviction is rapidly growing in many manufactured lines that it would be wise to draw to the fullest extent upon the experience of those in the industry when adopting procedure so vital to the success of plant operation as is uniform cost accounting. The pamphlet is put out by the department of manufacture, Chamber of Commerce of the United States, Washington, D. C.

ABOLITION OF the Pittsburgh plus system of fixing the price of steel has been recommended to the federal trade commission in a brief filed by the commission's attorneys. The brief advocated that the commission prohibit the United States Steel Corp. and its subsidiary companies from quoting or selling steel from any base other than the producing point. It further recommended that the corporation be prohibited from including the freight charge in the quoted price unless the quotation clearly stated the price of the steel and the amount of the freight charge. On June 23 final arguments on the motion will be begun.

MINNEAPOLIS, MINN.—Strong-Scott Pneumatic Dumps have been installed in the following elevators: Farmers Elevtr. Co., Lafayette, Minn.; Clarksfield Farmers Elevtr. Co., Clarksfield, Minn.; Farmers Co-op. Elevtr. Co., Cottonwood, Minn.; Casselton Elevtr. Co., Casselton, N. D.; Jacob Geib, Gaylord, Minn.; Belview Farmers Elevtr. Co., Belview, Minn.; A. O.

Radke, Le Sueur Center, Minn.; International Elevtr. Co., Glasston, N. D.; Sanborn Farmers Co-op. Elevtr. Co., Sanborn, Minn.; C. E. Peterson, Gaylord, Minn.; Ypsilanti Farmers Elevtr. Co., Ypsilanti, N. D.; Stockdale & Hankins, Cloverdale, Ia.; Powers Elevtr. Co., Windsor, N. D.; Farmers Elevtr. Co., Linton, N. D.; Montana Elevtr. Co., Danvers, Mont.

National Scale Men Will Meet.

The National Scale Men's Ass'n will hold its ninth annual meeting June 10, 11, and 12, at the Curtis Hotel, Minneapolis, Minn. Addresses will be made by Hon. F. W. Matson, member of the Minnesota Railroad and Warehouse Commission, St. Paul; J. F. Cruikshank, Chicago; and Jens Hulder Nordby, Minnesota State Weighing Department.

C. C. Neale, of the Toledo Scale Co., Toledo, O., will talk on "Development of Weight Recording Devices"; H. H. Alfrey, of the Rock Island railroad, from El Reno, Okla., will give an address; L. G. Hauk, scale inspector for the Minnesota Railroad and Warehouse Commission, Minneapolis, will talk on "Scale Tests and Inspections—Time vs. Accuracy"; C. L. Richard, U. S. Bureau of Standards, Washington, D. C., on "Observations of a Bureau of Standards Scale Inspector"; A. F. Hanlin, Minnesota Weights & Measures Department, St. Paul, on "The Installation and Maintenance of Motor Truck Scales"; and L. R. Boyer, sales engineer, Fairbanks-Morse & Co., Chicago, on "Changes in Specifications and Requirements with Their Influence on the Manufacturer."

In the morning session of June 11 a demonstration on the "Calibration of Weighbeams," will be given by the Minnesota Track and Hopper Scale Department, Minneapolis.

After a luncheon at the Curtis Hotel at 12:30 p. m. sharp, of the same day, delegates and visitors will be the guests of the Minnesota Ass'n of Inspectors of Scales and Measures, on a drive to points of interest in the Twin Cities and a picnic lunch at Lake Minnetonka.

Among the 7 talks and addresses to be given in the morning session, June 12, are "Weighing Conditions and Weighmen vs. Good Scales," W. E. Thompson, Supervisor of Scales, Minnesota, and "Grain Claims," by H. J. Friedrichs, Ass't Freight Claim Agent, N. P. Ry., St. Paul. Discussions will be a closing feature of the convention.

Death of Frank C. Caldwell.

Frank C. Caldwell was stricken with heart failure the morning of May 15 while on his way to his bank at Chicago. He died in an ambulance enroute to a hospital.

Mr. Caldwell was born in Indianapolis in 1866, and came to Chicago in the early eighties to complete his education at Union College of Law. He practiced until 1892 when he became Vice-President of the H. W. Caldwell & Son Co. He became President in 1908, and continued until the Caldwell Co., was purchased by the Link-Belt Company in 1921.

Since then he has been a director of the Link-Belt Company. His long experience in manufacturing, his knowledge of law, his ability and his sound judgment, were held in high esteem by all who knew him.

Mr. Caldwell was president of the National Metal Trades Ass'n in 1911-1912, and served as its treasurer from 1912 until 1922. He was a sturdy champion of the right of the individual to work without declaring allegiance to a trade union. He stood for the open shop, for industrial freedom, and opposed vigorously and courageously the efforts of organized labor to encroach on the rights of the individual and to exercise its growing powers without accepting full responsibility for its acts.

He was a sterling individualist, for he was convinced that his country would continue to grow in general prosperity and happiness only through the encouragement of individual initiative and enterprise. A capable, worthy citizen

was Frank Congleton Caldwell, always ready to discharge fully the duties that good citizenship imposed.

Insurance Notes.

AGGREGATE FIRE losses in the United States and Canada during April were \$31,815,900, an increase of some 3,000,000 over March figures which were \$28,406,150. Figures for April last year were \$32,638,150.

LIGHTING SYSTEMS are frequently looked upon as toys of a sort that may be abused with pleasure. Users find it convenient to plug the fuse blocks, hang the wire over nails, and lay, or hook, the electric light globes any old place. In truth an electric lighting system is a dangerous fire hazard unless properly installed and handled.

A KANSAS elevator on railroad property, recently destroyed by fire, damaged the track, ties and telegraph poles of the railroad company in burning. The elevator owner was presented with a bill for repairs, amounting to \$151.74 and had to pay it. Some insurance companies issue policies covering such liabilities.

THE NATIONAL Fire Protection Ass'n elected the following officers at its annual meeting: Pres., R. P. Miller, New York; 1st vice-pres., Dana Pierce, Chicago; 2nd vice-pres., A. M. Schoen, Atlanta, Ga.; sec'y-treas., F. H. Wentworth, Boston; executive com'te, A. T. Bell, Atlanta, chairman; William Emerson, Boston; S. D. McComb, New York; G. W. Elliott, Philadelphia; F. C. Jordan, Indianapolis; Clarence Heller, San Francisco.

WE ARE NOW in the lightning season. If you have a rodded elevator or one covered with iron and properly grounded, you won't have much to worry about. If you haven't these protective devices, it is well to remember that a clean elevator is safer from lightning than is a dirty one. Keep the house clean, and if lightning does strike, you have a good chance to escape a total loss.—Our Paper.

A HUNDRED of the leading fire insurance companies of the United States show an underwriting loss of \$7,659,596 on earned premiums amounting to \$668,558,981, or an underwriting loss for the year 1923 of 1.1 per cent. Their net earnings from investments totaled approximately \$39,000,000 in 1923, which is a loss of close to \$52,000,000 over their earnings of 1922. Yet the 1923 earnings were sufficient to pay the dividends. Investment earnings were not sufficient, however, to overcome the entire loss on their underwriting operations. As a result the surplus funds of these companies have suffered a decrease of more than \$6,200,000.

A MORE general legal recognition of the common law principle of personal liability for damage from fires due to carelessness or neglect is favored by the National Fire Protection Ass'n with a view to reducing the stupendous preventable fire waste in the United States. The enactment of laws and ordinances fixing the cost of extinguishing preventable fires upon persons who disregard fire prevention orders is further favored. Systematic inspection of all buildings by city fire marshals or local firemen to make certain the enforcement of the rules governing fire prevention and protection is advocated. Each state in the Union and every Canadian province is strongly recommended to enact the fire marshal law advocated by the Fire Marshals Ass'n of North America. Investigation of the causes of all fires and the education of the public to fire prevention measures would do much to eliminate a large proportion of the conflagrations. Utmost care in the use of matches and smoking materials and the enforcement of legislation prohibiting smoking in all parts of industrial and mercantile buildings, except in such fire resistance rooms as may be specially provided for that purpose; and the adoption by municipalities of the standard building code of the National Board of Fire Underwriters is strongly urged.



Frank C. Caldwell, Chicago, Ill., Deceased.

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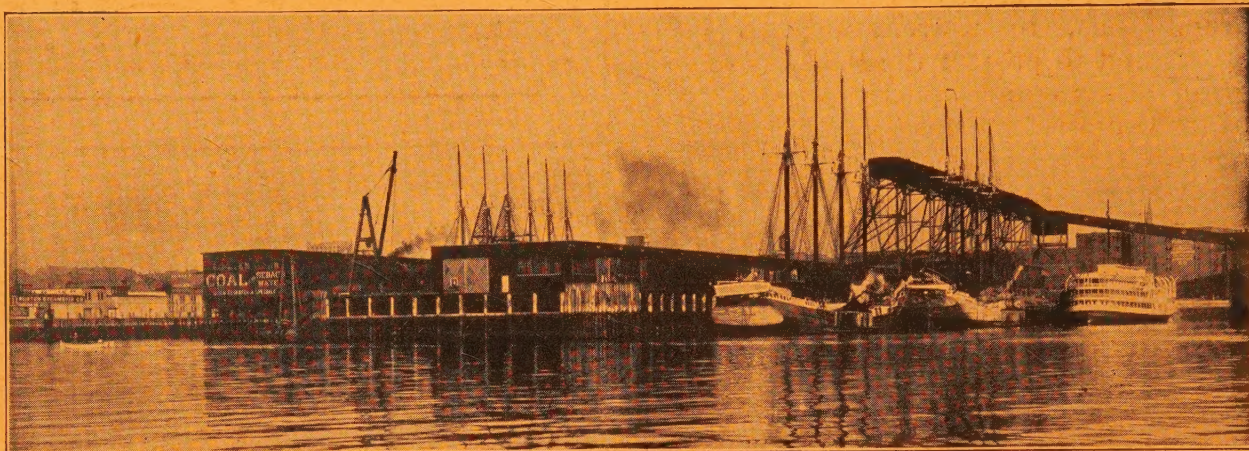
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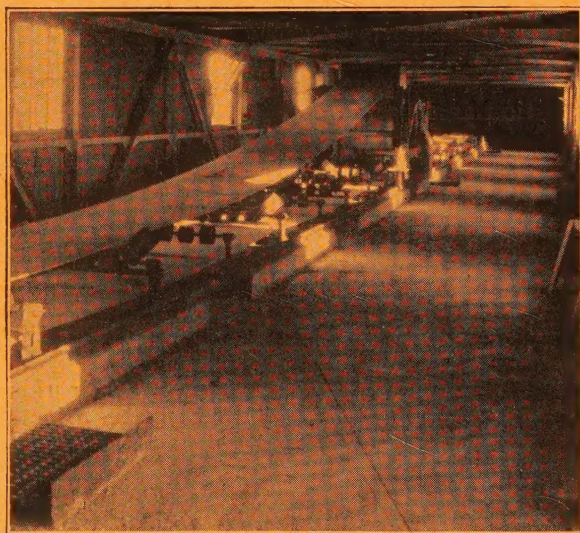


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